

BOOKOFF GROUP HOLDINGS

Supplementary Financial Data for the Second Quarter of the Fiscal Year Ending May 2025 (2Q 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 growth in existing BOOKOFF operations in Japan.
- ◆ In the second quarter, net sales in each business exceeded the previous year's figures, and consolidated net sales were 56,781 million yen (107.3% y-o-y) . Consolidated ordinary profit was 1,713 million yen (135.1% y-o-y) due to increased profits in BOOKOFF operations in Japan and overseas businesses.
- ◆ Profit attributable to owners of parent was 912 million yen (129.4% y-o-y).
- ◆ In line with the medium-term management policies, we will continue to open new stores in each business as planned and expand our operations, while also taking steps to prevent a recurrence of the problem in BOOKOFF operations in Japan. In the second half of the year, the key will be a recovery in purchasing in BOOKOFF operations in Japan and the premium services business. The full-year earnings forecast remains unchanged from the forecast announced on October 15, 2024.

Consolidated Statement of Income

BOOKOFF GROUP HOLDINGS

(Million yen)

	2Q FY5/2024 (Jun. 1, 2023 – Nov.30, 2023)	% to net sales	2Q FY5/2025 (Jun.1, 2024 – Nov.30, 2024)	% to net sales	YoY change (Amount)	YoY change (%)
Net sales	52,934	-	56,781	-	+3,846	107.3%
Gross profit	29,978	56.6%	32,396	57.1%	+2,418	108.1%
SG&A expenses	28,919	54.6%	30,898	54.4%	+1,979	106.8%
Operating profit	1,059	2.0%	1,498	2.6%	+439	141.5%
Non-operating income	315	0.6%	380	0.7%	+64	120.6%
Non-operating expenses	106	0.2%	165	0.3%	+58	155.3%
Ordinary profit	1,268	2.4%	1,713	3.0%	+445	135.1%
Extraordinary income	0	0.0%	0	0.0%	(0)	68.5%
Extraordinary losses	45	0.1%	86	0.2%	+40	188.5%
Profit before income taxes	1,223	2.3%	1,628	2.9%	+404	133.1%
Income taxes-current	456	0.9%	671	1.2%	+215	147.1%
Profit attributable to non-controlling interests	62	0.1%	44	0.1%	(17)	71.2%
Profit attributable to owners of parent	705	1.3%	912	1.6%	+207	129.4%

BOOKOFF operations in Japan

Net sales for the first half were 49,705 million yen (106.2% y-o-y), and segment profit was 2,381 million yen (137.2% y-o-y), due to higher sales than in the same period of the previous year in trading cards, hobby goods, apparel, books, home appliances, smart phones, etc. at directly operated existing stores.

Premium services business

Net sales for the first half were 3,427 million yen (102.4% y-o-y), due to the purchase amount exceeding the previous year's level due to new store openings in previous years.

On the other hand, segment profit was 17 million yen (7.6% y-o-y), due to an increase in expenses, including the increase in 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 and Kazakhstan, net sales for the first half were 2,933 million yen (130.4% y-o-y) and segment profit was 414 million yen (101.4% y-o-y), as sales at existing stores and new store openings contributed to higher sales than in the same period of the previous year.

Results by Segment

(Million yen)

Business Segment		2Q FY5/2024 (Jun.1, 2023 – Nov.30, 2023)	2Q FY5/2025 (Jun.1, 2024 – Nov.30, 2024)	YoY change (Amount)	YoY change (%)
BOOKOFF operations in Japan	Net sales	46,793	49,705	+2,912	106.2%
	Segment profit	1,735	2,381	+645	137.2%
Premium services business	Net sales	3,346	3,427	+80	102.4%
	Segment profit	229	17	(211)	7.6%
Overseas business	Net sales	2,249	2,933	+684	130.4%
	Segment profit	408	414	+5	101.4%
Other businesses	Net sales	545	714	+169	131.0%
	Segment profit	(100)	(110)	(9)	-
Adjustment (Corporate)	Segment profit	(1,004)	(989)	+15	-
Consolidated total	Net sales	52,934	56,781	+3,846	107.3%
	Ordinary profit	1,268	1,713	+445	135.1%

FY5/2025 Quarterly YoY Comparison

	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2025
Net sales	105.5%	104.9%	105.2%				
number of customers	103.9%	103.6%	103.7%				
Purchase Amount	90.9%	100.0%	95.7%				
number of customers for purchase	97.8%	99.8%	98.9%				






(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			
	2Q period		1H		2Q period		1H	
	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales
Books	102.1%	22.2%	102.8%	22.8%	97.3%	14.9%	97.6%	15.3%
Software Media (CDs,DVDs and games)	98.0%	22.2%	99.5%	22.6%	102.0%	24.7%	97.2%	24.3%
Apparel	106.4%	13.2%	108.3%	12.0%	101.8%	10.4%	101.5%	9.7%
Jewelry/watches/high-end brand bags	105.5%	9.4%	105.6%	9.2%	99.5%	15.8%	99.3%	15.7%
Trading cards/hobby goods	109.9%	19.7%	106.8%	20.1%	98.0%	22.7%	86.5%	23.5%
Home appliances/smart phones	107.1%	4.8%	112.4%	5.0%	104.0%	6.5%	102.5%	6.3%
Sporting and outdoor goods	108.7%	3.6%	112.8%	3.5%	101.3%	3.9%	102.0%	4.0%
Other	124.5%	5.0%	119.7%	4.7%	101.5%	1.2%	99.2%	1.2%

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
Directly operated	Soka Seimon Plaza Store		Nov. 5, 2024	Soka City, Saitama Prefecture	796 tsubo
Directly operated	LIVIN Tanashi Store		Nov. 27, 2024	Nishitokyo City, Tokyo	279 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.

New Store Openings for the Group ②








Premium services business

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Omiya Takashimaya Store	hugall	Jul. 11, 2024	Saitama City, Saitama Prefecture	-
Directly operated	Sakura-shinmachi Ekimae Store	BOOK·OFF 総合買取窓口	Jul. 12, 2024	Setagaya Ward, Tokyo	-
Directly operated	Denenchofu Store	BOOK·OFF 総合買取窓口	Aug.02, 2024	Ota Ward, Tokyo	-
Directly operated	Myogadani Store	BOOK·OFF 総合買取窓口	Sep.13, 2024	Bunkyo Ward, Tokyo	-
Directly operated	Meguro Store	BOOK·OFF 総合買取窓口	Oct.10, 2024	Meguro Ward, Tokyo	-
Directly operated	Yokohama Takashimaya Store	hugall	Nov.15, 2024	Yokohama City, Kanagawa Prefecture	-

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
Directly operated	MASSAPEQUA Store		Jun. 28, 2024	United States of America	106 tsubo
Directly operated	Aksai Store		Jul. 6, 2024	Republic of Kazakhstan	196 tsubo
Directly operated	Sayahat Store		Jul. 27, 2024	Republic of Kazakhstan	145 tsubo
Directly operated	The Mines Mall Store		Sep. 12, 2024	Malaysia	353 tsubo
Franchised	Aprikot Store		Sep. 14, 2024	Republic of Kazakhstan	205 tsubo
Directly operated	Vodnik Alatau Store		Sep. 28, 2024	Republic of Kazakhstan	290 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.

New Store Openings for the Group ④

Other businesses

(1tsubo=3.31 square meters)

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
Directly operated	Kamata-eki-higashiguchi Store		Sep. 14, 2024	Ota Ward, Tokyo	45 tsubo

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	755	751	752						
BOOKOFF operations in Japan	Directly operated	386	388	388	388	384	385						
	Franchised	368	367	367	367	367	367						
Premium services business		45	47	48	49	50	51						
Overseas business total		30	31	31	34	34	37						
Overseas business	Directly operated	24	25	25	28	28	30						
	Franchised	6	6	6	6	6	7						
Other business		5	5	5	6	6	6						
Group total		834	838	839	844	841	846						

*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%

- ✓ The full-year earnings forecast has not changed from the forecast announced on October 15, 2024.
- ✓ Despite an increase in expenses such as amortization costs for large IT investments released in the previous fiscal year and personnel costs in each business, BOOKOFF operations in Japan are expected to see an increase in operating profit and ordinary profit on a consolidated basis due to new store openings in each business and growth in existing BOOKOFF stores in Japan. Profit attributable to owners of parent is expected to increase due to the absence of the 550 million yen in extraordinary losses recorded in the previous fiscal year, including the provision for special investigation expenses.
- ✓ The key points for the second half of the year are to promote a recovery in purchasing for BOOKOFF operations in Japan and the premium services business, and to thoroughly implement the recurrence prevention measures that have been formulated.
- ✓ Plan to pay a year-end dividend of 25 yen per share.

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