

# BOOKOFF GROUP HOLDINGS

## Supplementary Financial Data for the Fiscal Year Ending May 2024 (FY5/2024)

Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

October 15, 2024

BOOKOFF GROUP HOLDINGS LIMITED

Securities code: 9278

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- ◆ In the first year of the medium-term management policies, the fiscal year ending May 2024, the company focused on securing and training human resources to expand its growth-oriented businesses, while continuing to actively open new stores in each business, and net sales and ordinary profit in all businesses exceeded the previous year's figures. As a result, consolidated net sales were 111,657 million yen (109.6% y-o-y) and consolidated ordinary profit was 3,448 million yen (113.4% y-o-y).
- ◆ In addition to the removal of special tax factors recorded in the previous period, the Company recorded extraordinary losses, including an allowance for special investigation expenses of 550 million yen, etc., as investigation expenses for the case of fraud by an employee of a subsidiary of the Company. As a result, profit attributable to owners of parent was 1,705 million yen (61.6% y-o-y), which was lower than the previous year.
- ◆ In the second year of its medium-term management policies, the company will continue to open new stores in each of its businesses, and net sales will continue to grow. In BOOKOFF operations in Japan, although there will be an increase in expenses such as amortization costs for large IT investments released in the previous period and personnel costs in each business, there will be an increase in ordinary income due to new store openings in each business and growth in existing BOOKOFF stores in Japan. In addition to the increase in ordinary profit, the company expects to see an increase in profit attributable to owners of parent 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.

# Consolidated Statement of Income

BOOKOFF GROUP HOLDINGS

	(Million yen)					
	FY5/2024 (Jun. 1, 2022 – May.31, 2023)	% to net sales	FY5/2024 (Jun.1, 2023 – May.31, 2024)	% to net sales	YoY change (Amount)	YoY change (%)
<b>Net sales</b>	101,843	-	<b>111,657</b>	-	+9,814	109.6%
<b>Gross profit</b>	58,416	57.4%	<b>62,771</b>	<b>56.2%</b>	+4,354	107.5%
<b>SG&amp;A expenses</b>	55,838	54.8%	<b>59,719</b>	<b>53.5%</b>	+3,881	107.0%
<b>Operating profit</b>	2,578	2.5%	<b>3,051</b>	<b>2.7%</b>	+473	118.4%
Non-operating income	676	0.7%	<b>639</b>	<b>0.6%</b>	(36)	94.5%
Non-operating expenses	214	0.2%	<b>242</b>	<b>0.2%</b>	+27	113.0%
<b>Ordinary profit</b>	3,040	3.0%	<b>3,448</b>	<b>3.1%</b>	+408	113.4%
Extraordinary income	3	0.0%	<b>113</b>	<b>0.1%</b>	+109	2909.5%
Extraordinary losses	271	0.3%	<b>782</b>	<b>0.7%</b>	+510	287.5%
<b>Profit before income taxes</b>	2,771	2.7%	<b>2,779</b>	<b>2.5%</b>	+7	100.3%
Income taxes-current	(124)	-	<b>943</b>	<b>0.8%</b>	+1,068	-
Profit attributable to non-controlling interests	126	0.1%	<b>130</b>	<b>0.1%</b>	+4	103.3%
<b>Profit attributable to owners of parent</b>	2,769	2.7%	<b>1,705</b>	<b>1.5%</b>	(1,064)	61.6%

### BOOKOFF operations in Japan

Net sales at directly operated existing stores for trading cards and hobby items, apparel, jewelry, watches, hi-end brand bags, home appliances, mobile phones, etc. exceeded the previous year's figures, resulting in full-year cumulative net sales of 99,036million yen (108.2% y-o-y), and segment profit of 4,503 million yen (119.3% y-o-y).

### Premium services business

The net sales for the full year totaled 6,750 million yen (123.9% y-o-y) due to an increase in the purchase volume compared to the same period of the previous year, which was due to factors such as an increase in the price of precious metals and an increase in the number of events.

Despite a decline in the gross profit margin due to the rise in the proportion of precious metals, and an increase in personnel to support business growth, the company was able to convert sales in line with market prices, resulting in segment profits of 420 million yen (129.1% y-o-y) .

### Overseas business

Net sales at BOOKOFF stores in the United States and Jalan Jalan Japan stores in Malaysia exceeded the previous year's figures, thanks to the contribution of new stores opened in previous years. Full-year cumulative net sales were 4,668 million yen (115.4% y-o-y), and segment profit was 724 million yen (114.7% y-o-y).

(Million yen)

Business Segment		FY5/2023 (Jun.1, 2022 – May.31, 2023)	FY5/2024 (Jun.1, 2023 – May.31, 2024)	YoY change (Amount)	YoY change (%)
<b>BOOKOFF operations in Japan</b>	Net sales	91,549	<b>99,036</b>	+7,486	108.2%
	Segment profit	3,774	<b>4,503</b>	+728	119.3%
<b>Premium services business</b>	Net sales	5,449	<b>6,750</b>	+1,300	123.9%
	Segment profit	325	<b>420</b>	+94	129.1%
<b>Overseas business</b>	Net sales	4,045	<b>4,668</b>	+623	115.4%
	Segment profit	631	<b>724</b>	+92	114.7%
<b>Other</b>	Net sales	798	<b>1,201</b>	+403	150.5%
	Segment profit	(123)	<b>(175)</b>	(51)	-
<b>Adjustment (Corporate)</b>	Segment profit	(1,567)	<b>(2,023)</b>	(455)	-
<b>Consolidated total</b>	Net sales	101,843	<b>111,657</b>	+9,814	109.6%
	Ordinary profit	3,040	<b>3,448</b>	+408	113.4%

\*1 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.

\*2The expenses related to each business segment associated with this improper conduct have already been reflected in the results.

## 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%	<b>106.3%</b>	<b>106.5%</b>
number of customers	103.7%	103.0%	103.4%	104.1%	103.6%	<b>104.4%</b>	<b>103.8%</b>
Purchase Amount	110.3%	105.5%	107.7%	103.7%	106.3%	<b>103.3%</b>	<b>105.5%</b>
number of customers for purchase	99.9%	102.2%	101.1%	104.6%	102.3%	<b>103.1%</b>	<b>102.5%</b>

## (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			
	4Q period		FY5/2024		4Q period		FY5/2024	
	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales
Books	<b>100.3%</b>	<b>23.4%</b>	98.7%	23.6%	<b>101.0%</b>	<b>16.6%</b>	101.0%	16.0%
Software Media (CDs,DVDs and games)	<b>100.6%</b>	<b>23.1%</b>	100.9%	23.8%	<b>98.1%</b>	<b>24.9%</b>	90.2%	24.7%
Apparel	<b>109.8%</b>	<b>11.8%</b>	113.3%	11.6%	<b>113.1%</b>	<b>9.3%</b>	119.9%	9.4%
Jewelry/watches/high-end brand bags	<b>118.2%</b>	<b>9.9%</b>	116.5%	9.2%	<b>120.7%</b>	<b>15.7%</b>	120.0%	15.2%
Trading cards/hobby goods	<b>107.1%</b>	<b>19.3%</b>	113.5%	19.1%	<b>97.2%</b>	<b>22.7%</b>	112.1%	23.8%
Home appliances/smart phones	<b>120.7%</b>	<b>5.1%</b>	113.4%	4.9%	<b>105.0%</b>	<b>5.9%</b>	111.8%	5.9%
Sporting and outdoor goods	<b>114.9%</b>	<b>3.2%</b>	109.4%	3.6%	<b>104.9%</b>	<b>3.8%</b>	110.5%	3.8%
Other	<b>116.3%</b>	<b>4.3%</b>	109.4%	4.3%	<b>99.3%</b>	<b>1.1%</b>	108.8%	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
Franchised	Izumo Takaoka Store		Apr. 19, 2024	Izumo City, Shimane Prefecture	96 tsubo

## New Store Openings for the Group ②

### BOOKOFF operations in Japan

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Iyotetsu Takashimaya Store		Apr. 26, 2024	Kofu City, Yamanashi Prefecture	962 tsubo

\*As the fiscal year-end of domestic consolidated subsidiaries differs from the consolidated accounting period, "BOOKOFF Jumbo Square Kashiba", which opened in March 2024, will be treated as a new store opening for the term ending May 2025.





### 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	-
Directly operated	Seijogakuenmae Store		Apr. 1, 2024	Setagaya Ward, Tokyo	-
Directly operated	Takanawadai Ekimae Store		Apr. 15, 2024	Minato Ward, Tokyo	-
Directly operated	Kagurazaka Store		May 15, 2024	Shinjuku Ward, Tokyo	-

## New Store Openings for the Group ③

### 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
Directly operated	MESA Store		Feb. 22, 2042	United States of America	103 tsubo

\*As the fiscal year-end of overseas subsidiaries differs from the consolidated accounting period, “Jalan Jalan Japan” includes stores that opened from April 2023 to March 2024, and “BOOKOFF USA” includes stores that opened from March 2023 to February 2024.

# 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
<b>BOOKOFF operations in Japan total</b>		756	756	756	758	756	760	760	758	757	755	756	755
BOOKOFF operations in Japan	Directly operated	384	385	385	388	386	390	392	390	389	387	387	387
	Franchised	372	371	371	370	370	370	368	368	368	368	369	368
<b>Premium services business</b>		41	41	41	41	41	41	41	41	42	42	44	45
<b>Overseas business total</b>		26	26	26	26	26	27	27	28	29	29	29	30
Overseas business	Directly operated	21	21	21	21	21	21	21	22	23	23	23	24
	Franchised	5	5	5	5	5	6	6	6	6	6	6	6
<b>Other</b>		4	4	4	4	4	4	4	4	4	4	4	4
<b>Group total</b>		827	827	827	829	827	832	832	831	832	831	834	835

\*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	<b>120,000</b>	<b>+8,342</b>	<b>107.5%</b>
Operating profit	3,051	<b>3,500</b>	<b>+448</b>	<b>114.7%</b>
Ordinary profit	3,448	<b>3,800</b>	<b>+351</b>	<b>110.2%</b>
Profit attributable to owners of parent	1,705	<b>2,100</b>	<b>+394</b>	<b>123.2%</b>
Dividend per share	25YEN	<b>25YEN</b>	-	<b>100.0%</b>

- ✓ 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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for as many people as possible**

# **BOOKOFF GROUP HOLDINGS**

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