## Third Quarter of Fiscal Year August 2014 Consolidated Earnings Announcement

July 11, 2014

| Company name: | BIC CAMERA INC. | Stock listing: |
| :--- | :--- | :--- |
| Code number: | 3048 | URL: |
| Representative: | Hiroyuki Miyajima, | Representative Director and President |
| Contact: | Toru Abe, | Managing Director, Corporate Planning |
| Telephone: | $+81-3-3987-8785$ |  |
| Scheduled date to submit the Securities Report: July 14, 2014 |  |  |
| Scheduled date to commencement of dividend payments: - |  |  |
| Quarterly earnings supplementary explanatory documents: None |  |  |
| Quarterly earnings presentation: None |  |  |

(Amounts of less than 1 Million Yen are discarded)

1. Third Quarter of Fiscal Year August 2014 Consolidated Earnings (From September 1, 2013 to May 31, 2014)
(1) Consolidated Financial Results (\% indicates changes from the previous term)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ |
| 3Q FY August 2014 | 635,844 | 6.1 | 16,471 | 87.3 | 20,444 | 117.3 | Millions of yen | 10,572 |
| 3Q FY August 2013 | 599,375 | 52.9 | 8,796 | 49.9 | 9,406 | 28.9 | 466.1 |  |
|  | 5,867 | $\Delta 69.6$ |  |  |  |  |  |  |

(Note) Comprehensive Income: 12,476 million yen in 3Q FY August 2014 (129.7\%), 5 , 431 million yen in 3Q FY August 2013 ( $\Delta 10.1 \%$ )

|  | EPS | Fully Diluted EPS |
| :--- | ---: | ---: |
|  |  | Yen |
| 3Q FY August 2014 |  | 61.55 |
| 3Q FY August 2013 |  | 10.87 |

(2) Consolidated Financial Positions

|  | Total Assets | Net Assets | Equity Ratio |
| :--- | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ |
| 3Q FY August 2014 | 353,303 | 107,311 | 24.1 |
| FY August 2013 | 347,520 | 91,687 | 21.5 |

(Reference) Capital: 84,989 million yen in 3Q FY August 2014, 74,733 million yen in FY August 2013
2. Dividends Conditions

|  | Dividends per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Record date) | First Quarter ended | Second Quarter ended | Third Quarter ended | Fiscal Year ended | Total |
|  | Yen | Yen | Yen | Yen | Yen |
| FY August 2013 | - | 500 | - | 500 | 1,000 |
| FY August 2014 | - | 500 | - |  |  |
| FY August 2014 (Projected) |  |  |  | 5 | - |

(Note) Revisions to our dividend projections during the quarter: None
The Company will conduct a stock split at a ratio of 1:100 of common stock on March 1, 2014 as the effective date. Forecast information about year-end dividends for the fiscal year ending August 31, 2014 is calculated based on the stock split.
3. Forecast of consolidated result for Fiscal Year August 2014 (From September 1, 2013 to August 31, 2014)
(\% indicates changes from the previous corresponding term)

|  | Net Sales |  |  | Operating Income |  |  | Ordinary Income |  | Net Income |  | EPS |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Yen |  |  |
| Full year | 813,000 | 0.9 | 14,800 | 13.5 | 15,500 | 1.0 | 7,700 | 216.0 | 4.83 |  |  |

(Note) Revisions to our earnings projections during the quarter: None
The Company will conduct a stock split at a ratio of 1:100 of common stock on March 1, 2014 as the effective date. EPS is calculated based on the stock split.
4. Others
(1) Important changes in our subsidiaries, including changes to the scope of our consolidation: None
(2) Application of simple accounting procedures and other special accounting procedures in the creation of our quarterly consolidated financial statements: None
(3) Changes in the accounting methods, procedures, display methods used in the creation of our consolidated financial statements:

1) Changes accompanying revisions in accounting standards: None
2) Other changes: Yes
3) Accounting estimate change: None
4) Retrospective restatement: None
(4) Shares issued (Common stock)
5) Shares issued as of term end (including treasury stock)
6) Treasury stock as of term end
7) Average number of shares issued during term

| 3Q FY August 2014 | $172,352,600$ | FY August 2013 | $172,352,600$ |
| :--- | ---: | :--- | ---: |
| 3Q FY August 2014 | 596,600 | FY August 2013 | 596,600 |
| 3Q FY August 2014 | $171,756,000$ | 3Q FY August 2013 | $171,756,000$ |

* Description of proper usage of these forecasts, and other special affairs

These forecasts are based on the Company's current assumptions and beliefs in light of the information currently available to it, and involve known and unknown risks and uncertainties. The Company's actual results may differ materially from those discussed in these forecasts as a result of numerous factors outside of the Company's control.

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## Consolidated Financial Statements

(1) Consolidated quarterly balance sheets

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 33,138 | 31,335 |
| Accounts receivable-trade | 30,237 | 33,053 |
| Merchandise and finished goods | 71,764 | 88,352 |
| Raw materials and supplies | 382 | 457 |
| Program right | 64 | 66 |
| Other | 33,688 | 20,934 |
| Allowance for doubtful accounts | $\triangle 207$ | $\triangle 242$ |
| Total current assets | 169,066 | 173,956 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 27,211 | 27,299 |
| Land | 44,436 | 45,505 |
| Other, net | 6,407 | 6,764 |
| Total property, plant and equipment | 78,055 | 79,570 |
| Intangible assets | 19,016 | 19,866 |
| Investments and other assets |  |  |
| Guarantee deposits | 50,238 | 48,055 |
| Other | 32,905 | 33,817 |
| Allowance for doubtful accounts | $\Delta 1,763$ | $\Delta 1,962$ |
| Total investments and other assets | 81,381 | 79,909 |
| Total noncurrent assets | 178,453 | 179,346 |
| Total assets | 347,520 | 353,303 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Accounts payable-trade | 45,131 | 55,767 |
| Short-term loans payable | 45,680 | 62,782 |
| Current portion of long-term loans payable | 51,402 | 15,013 |
| Current portion of bonds | 1,060 | 1,025 |
| Income taxes payable | 1,372 | 7,225 |
| Provision for bonuses | 2,312 | 3,601 |
| Provision for point card certificates | 11,504 | 11,032 |
| Provision for loss on store closing | 9,101 | 2,421 |
| Asset retirement obligations | 950 | 395 |
| Other | 30,431 | 28,674 |
| Total current liabilities | 198,946 | 187,940 |
| Noncurrent liabilities |  |  |
| Bonds payable | 710 | 85 |
| Long-term loans payable | 27,407 | 24,826 |
| Provision for goods warranties | 1,669 | 2,355 |
| Provision for retirement benefits | 7,477 | 8,191 |
| Provision for directors' retirement benefits | 120 | - |
| Provision for loss on store closing | 2,781 | 3,764 |
| Other provision | 83 | - |
| Asset retirement obligations | 7,637 | 8,081 |
| Other | 8,997 | 10,747 |
| Total noncurrent liabilities | 56,885 | 58,051 |
| Total liabilities | 255,832 | 245,992 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 18,402 | 18,402 |
| Capital surplus | 19,492 | 19,492 |
| Retained earnings | 36,119 | 46,311 |
| Treasury stock | $\Delta 184$ | $\triangle 184$ |
| Total shareholders' equity | 73,829 | 84,022 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 903 | 967 |
| Total accumulated other comprehensive income | 903 | 967 |
| Minority interests | 16,954 | 22,321 |
| Total net assets | 91,687 | 107,311 |
| Total liabilities and net assets | 347,520 | 353,303 |

(2) Consolidated quarterly statements of income
(Millions of yen)

|  | From September 1, 2012 to May 31, 2013 | From September 1, 2013 to May 31, 2014 |
| :---: | :---: | :---: |
| Net sales | 599,375 | 635,844 |
| Cost of sales | 451,427 | 474,004 |
| Gross profit | 147,947 | 161,840 |
| Selling, general and administrative expenses | 139,151 | 145,368 |
| Operating income | 8,796 | 16,471 |
| Non-operating income |  |  |
| Interest income | 141 | 140 |
| Dividends income | 56 | 72 |
| Reversal of provision for loss on store closing | 439 | 3,437 |
| Other | 3,039 | 2,930 |
| Total non-operating income | 3,676 | 6,580 |
| Non-operating expenses |  |  |
| Interest expenses | 1,447 | 1,047 |
| Equity in losses of affiliates | 199 |  |
| Cost of lease revenue | 385 | 597 |
| Commission fee | 1,006 | 804 |
| Other | 26 | 157 |
| Total non-operating expenses | 3,065 | 2,607 |
| Ordinary income | 9,406 | 20,444 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 103 | 326 |
| Gain on bargain purchase | 6 | - |
| Gain on sales of investment securities | 11 | - |
| Gain on sales of subsidiaries and affiliates' stocks | - | 358 |
| Gain on change in equity | - | 548 |
| Other | - | 0 |
| Total extraordinary income | 121 | 1,234 |
| Extraordinary loss |  |  |
| Loss on sales of noncurrent assets | 0 | 33 |
| Loss on retirement of noncurrent assets | 120 | 113 |
| Loss on valuation of investment securities | 2,496 | - |
| Other | 84 | 0 |
| Total extraordinary losses | 2,701 | 147 |
| Income before income taxes and minority interests | 6,827 | 21,532 |
| Income taxes-current | 1,773 | 7,654 |
| Income taxes-deferred | 1,705 | 1,518 |
| Total income taxes | 3,479 | 9,173 |
| Income before minority interests | 3,348 | 12,358 |
| Minority interests in income | 1,481 | 1,786 |
| Net income | 1,867 | 10,572 |

(3) Consolidated quarterly Comprehensive income

| Income before minority interests | 3,348 | 12,358 |
| :---: | :---: | :---: |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 2,064 | 117 |
| Share of other comprehensive income of associates accounted for using equity method | 18 | - |
| Total other comprehensive income | 2,083 | 117 |
| Comprehensive income | 5,431 | 12,476 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of the parent | 3,711 | 10,635 |
| Comprehensive income attributable to minority interests | 1,719 | 1,840 |

(4) Sales by product line

|  | Item | From September 1, 2013 to May 31, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Sales <br> (Millions of yen) | Composition ratio (\%) | Previous year comparison (\%) |
| Audio visual products | Cameras | 39,045 | 6.1 | 8.8 |
|  | TVs | 29,402 | 4.6 | 3.4 |
|  | BD/DVD recorders, Video cameras | 15,784 | 2.5 | $\Delta 12.1$ |
|  | Audios | 16,466 | 2.6 | $\Delta 10.0$ |
|  | AV softwares | 4,789 | 0.8 | 0.3 |
|  | Others | 12,604 | 2.0 | $\Delta 1.6$ |
|  | Subtotal | 118,093 | 18.6 | $\Delta 0.1$ |
| Home appliances | Refrigerators | 31,780 | 5.0 | 25.6 |
|  | Washing machines | 24,240 | 3.8 | 21.9 |
|  | Kitchen appliances | 24,936 | 3.9 | 10.9 |
|  | Seasonal home electronics | 34,618 | 5.5 | 8.6 |
|  | Personal care electronics | 24,003 | 3.8 | $\triangle 3.6$ |
|  | Others | 38,374 | 6.0 | 4.5 |
|  | Subtotal | 177,954 | 28.0 | 10.4 |
| Information communications equipment products | PCs | 69,231 | 10.9 | 18.0 |
|  | PC peripherals | 24,717 | 3.9 | 8.6 |
|  | PC softwares | 10,880 | 1.7 | $\triangle 3.7$ |
|  | Cellular phones | 82,012 | 12.9 | 3.5 |
|  | Others | 39,733 | 6.2 | $\triangle 3.8$ |
|  | Subtotal | 226,576 | 35.6 | 6.3 |
| Other products | Video games | 20,945 | 3.3 | $\triangle 8.3$ |
|  | Watches | 15,374 | 2.4 | 28.8 |
|  | Used PCs | 14,860 | 2.4 | 7.4 |
|  | Sporting goods | 4,518 | 0.7 | 11.4 |
|  | Toys | 6,593 | 1.1 | 19.0 |
|  | Glasses and Contact lenses | 3,789 | 0.6 | 10.0 |
|  | Liquors and Soft drink | 3,364 | 0.5 | 5.2 |
|  | Others | 36,662 | 5.8 | 3.2 |
|  | Subtotal | 106,111 | 16.7 | 5.7 |
| Retail goods sales |  | 628,735 | 98.9 | 6.0 |
| Other business |  | 7,109 | 1.1 | 11.4 |
| Total |  | 635,844 | 100.0 | 6.1 |

Note: Above amount does not include consumption taxes.

