# **BIC CAMERA**

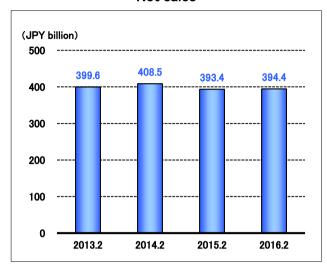
# **Fact Book**

First Half ended February 29, 2016

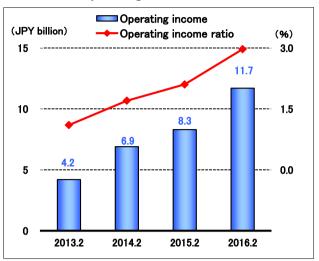
BIC CAMERA INC.

# Sales and Earnings(consolidated)

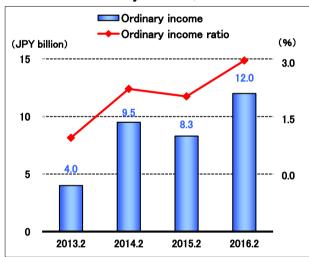
#### Net sales



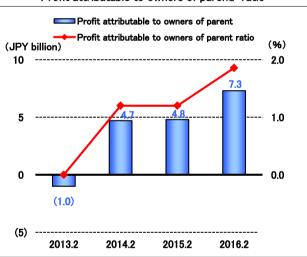
# Operating income / ratio



## Ordinary income / ratio



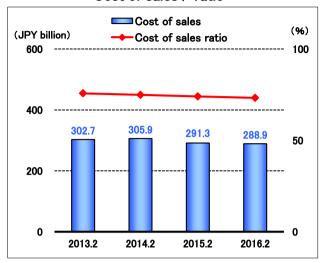
#### Profit attributable to owners of parent/ ratio



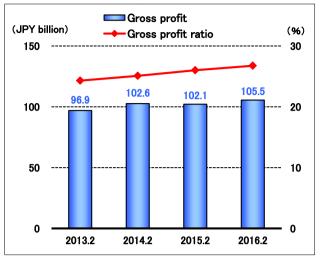
				(JPY million)
	2013.2	2014.2	2015.2	2016.2
Net sales	399,682	408,562	393,487	394,481
Operating income	4,221	6,946	8,322	11,714
Operating income ratio (%)	1.1	1.7	2.1	3.0
Ordinary income	4,020	9,539	8,385	12,061
Ordinary income ratio (%)	1.0	2.3	2.1	3.1
Profit attributable to owners of parent	(1,072)	4,750	4,871	7,319
Profit attributable to owners of parent ratio (%)	_	1.2	1.2	1.9

# Cost of sales and SG&A expenses (consolidated)

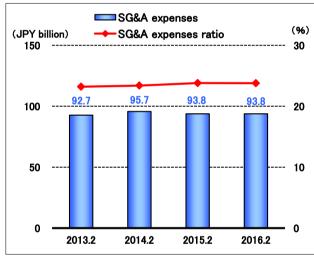
# Cost of sales / ratio



# Gross profit / ratio



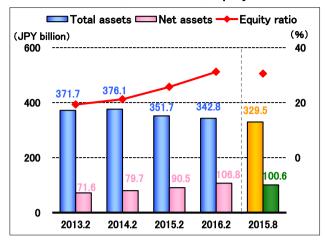
# SG&A expenses / ratio



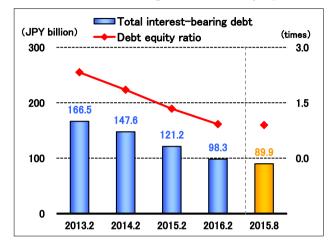
			_	(01 1 1111111011)
	2013.2	2014.2	2015.2	2016.2
Cost of sales	302,705	305,913	291,348	288,946
Cost of sales ratio (%)	75.7	74.9	74.0	73.2
Gross profit	96,977	102,649	102,138	105,534
Gross profit ratio (%)	24.3	25.1	26.0	26.8
SG&A expenses	92,755	95,702	93,816	93,820
SG&A expenses ratio (%)	23.2	23.4	23.8	23.8

# Total asset, Liabilities, Net assets and Others (consolidated)

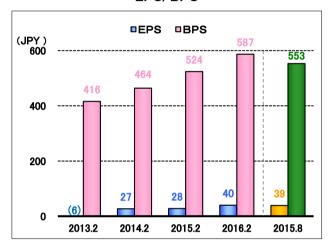
## Total assets/Net assets/Equity ratio



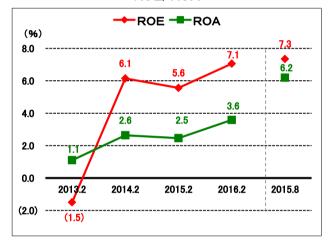
## Interest-bearing debt/Debt-equity



## **EPS/BPS**



#### ROE/ROA



	2013.2	2014.2	2015.2	2016.2	2015.8
Total assets	371,732	376,104	351,731	342,828	329,580
Net assets	71,620	79,778	90,524	106,877	100,617
Equity ratio(%)	19.3	21.2	25.7	31.2	30.5
Total interest-bearing debt	166,532	147,603	121,285	98,361	89,968
Short-term interest bearing debt	117,175	116,877	57,941	66,139	56,769
Long-term interest bearing debt	49,357	30,726	63,343	32,222	33,199
Debt equity ratio*1 (times)	2.3	1.9	1.3	0.9	0.9
EPS*2(JPY)	(6.24)	27.66	28.36	40.24	39.25
BPS(JPY)	417.0	464.5	524.4	587.6	553.2
ROE*3(%)	(1.50)	6.1	5.6	7.1	7.3
ROA*4(%)	1.1	2.6	2.5	3.6	6.2

<sup>\*1</sup> Debt equity ratio=Interest-bearing debt / Net assets

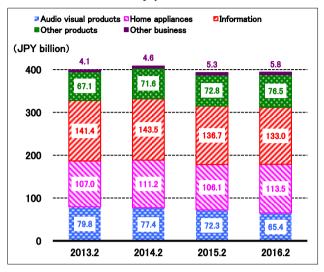
<sup>\*2</sup> The Company conducted a stock split at a ratio of 1:100 of common stock on March 1, 2014 as the effective date. EPS is calculated based on the assumption that the stock split was conducted on September 1, 2012.

<sup>\*3</sup> ROE=Net income / Average net assets

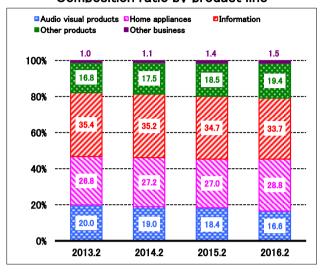
<sup>\*4</sup> ROA=Ordinary income / Average total assets

# Sales by Product (consolidated)

#### Sales by product line



#### Composition ratio by product line



(JPY million) 2013.2 2014.2 2015.2 2016.2 79,830 65,485 77,471 72,391 Audio visual products 23.965 19.533 Cameras 22.833 25.851 19,375 18,985 17,371 17,239 BD/DVD recorders, Video cameras 13,052 10,419 9,664 8,122 Audio 12,643 10,682 9,228 8,834 **AV** Software 3,108 3.149 2,854 2.888 Other 8,817 8,381 9,307 8,866 Home appliances 107,092 111,299 106,196 113,507 Refrigerators 15,499 17,279 14,141 14,803 13,923 12,396 13,918 12,532 Washing machines 14,913 15,777 16,947 17,909 Kitchen appliances Seasonal home electronics 22,991 23,996 19,932 18,613 Personal care electronics 16.693 15.725 17.187 21.990 Other 24,598 24,600 25,456 26,261 Information communications equipment products 141,460 143,509 136,708 133,077 PCs 37,398 41,499 33,557 29,468 PC peripherals 15,861 15,527 13,302 12,870 PC software 7,612 6,145 4,817 4,133 52,727 59,872 Cellular phones 54,463 59,094 27,860 25,873 25,936 26,732 Other Other products 67,127 71,633 <u>72,8</u>74 76,554 Video Games 16,467 16,497 13,826 13,203 9,776 Watches 7,828 11,725 12,352 Used PCs 9.084 8.877 8.656 8.539 Sporting goods 2,527 2,716 3,100 3,552 6,096 3,974 4,617 6,594 Toys Glasses and contact lenses 2,263 2,389 2,346 2,569 Liquors and Soft drink 2,206 2,248 2,656 2,870 Medicine and Daily goods 3,310 5,575 Other 22,774 24,511 21,156 21,285 Retail goods sales 395,511 403,913 388,171 388,614 Other business 4,170 4,649 5,316 5,866 399,682 408,562 393,487 394,481

<sup>\*1</sup> Above amount does not include consumption taxes.

<sup>\*2</sup> separate "Medicine and Daily goods" from "Other" of "Other products" since 2015.2

# Balance Sheets(consolidated)

					(JPY million)
	2013.2	2014.2	2015.2	2016.2	2015.8
Assets					
Cash and deposits	36,749	38,122	23,759	19,367	22,410
Accounts receivable - trade	27,134	29,808	28,801	31,627	29,663
Merchandise and finished goods	85,786	94,487	94,116	96,289	81,677
Raw materials and supplies	427	425	442	493	490
Program right	59	52	111	38	91
Other	40,974	32,238	20,584	19,956	19,301
Allowance for doubtful accounts	(1,090)	(214)	(292)	(271)	(271)
Total current assets	190,040	194,920	167,524	167,501	153,362
Buildings and structures, net	29,605	27,664	25,477	24,465	24,892
Land	45,280	45,626	43,780	44,001	44,056
Other, net	6,195	6,697	7,876	8,042	7,662
Total property, plant and equipment	81,080	79,989	77,135	76,509	76,611
Total intangible assets	17,608	19,300	24,843	23,971	24,045
Guarantee deposits	50,062	48,490	46,548	44,801	46,026
Other	33,429	35,287	36,276	30,480	30,165
Allowance for doubtful accounts	(488)	(1,883)	(595)	(435)	(630)
Total investments and other assets	83,003	81,894	82,229	74,846	75,560
Total non-current assets	181,692	181,184	184,207	175,327	176,217
Total assets	371,732	376,104	351,731	342,828	329,580

					(JPY million)
	2013.2	2014.2	2015.2	2016.2	2015.8
liabilities					
Accounts payable - trade	40,727	53,682	43,810	44,050	44,038
Short-term loans payable	71,020	89,012	42,797	34,255	23,698
Current portion of long-term loans payable	42,399	25,424	13,004	30,412	30,652
Current portion of bonds	1,060	1,060	120	50	50
Income taxes payable	875	3,737	3,399	4,574	4,711
Provision for bonuses	1,912	2,228	2,303	2,563	2,856
Provision for point card certificates	11,829	11,304	11,027	11,288	11,563
Provision for loss on store closing	7,805	1,330	975	431	149
Asset retirement obligations	895	342	161	16	81
Other	27,722	28,716	27,815	26,494	27,762
Total current liabilities	206,248	216,840	145,415	154,136	145,562
Bonds payable	1,240	180	14,284	5,400	5,427
Long-term loans payable	44,235	26,057	45,014	23,525	24,287
Provision for goods warranties	-	2,122	2,890	2,440	2,700
Provision for loss on store closing	7,057	5,879	2,753	1,521	2,003
Net defined benefit liability	_	_	9,336	10,597	10,194
Provision for retirement benefits	7,224	7,966	-	_	-
Provision for directors' retirement benefits	114	_	-	_	_
Other provision	1,329	3	-	_	_
Asset retirement obligations	7,632	8,224	8,591	8,669	8,626
Other	8,671	11,328	10,483	9,327	9,931
Total non-current liabilities	77,504	61,763	93,354	61,482	63,171
Total liabilities	283,752	278,603	238,770	215,618	208,733
Net assets					
Capital stock	18,402	18,402	18,824	23,237	23,237
Capital surplus	19,492	19,492	19,913	24,328	24,327
Retained earnings	33,469	41,318	49,636	57,115	50,706
Treasury shares	(184)	(184)	(184)	(184)	(184)
Total shareholders' equity	71,179	79.028	88,190	104,497	98.087
Valuation difference on available-for-sale securities	441	73,020	2,305	2,561	2,746
Remeasurements of defined benefit plans		-	28	(182)	(216)
Total accumulated other comprehensive income	441	749	2,334	2,379	2,530
Non-controlling interests	16,359	17,722	22,436	20,331	20,228
Total net assets	87,979	97,501	112,961	127,209	120,846
Total liabilities and net assets	371,732	376,104	351,731	342,828	329,580

# Statements of Income (consolidated)

				(JPY million)
	2013.2	2014.2	2015.2	2016.2
Net sales	399,682	408,562	393,487	394,481
Cost of sales	302,705	305,913	291,348	288,946
Gross profit	96,977	102,649	102,138	105,534
Point card certificates	12.858	13,891	12,987	12,587
Provision for merchandise warranties	436	472	412	12,007
Provision for point card certificates	-	135	168	50
Salaries and allowances	16,384	15.835	14.630	
Provision for bonuses	1,905	2,220	2,285	2,583
Retirement benefit expenses	690	693	623	688
Rents	15,833			
	,	15,763	15,875	15,901
Depreciation	2,261	2,327	2,319	2,643
Amortization of goodwill	134	134	198	180
Allowance for doubtful accounts	87	48	80	71
Other	42,163	44,179	44,234	44,600
Total selling, general and administrative expenses	92,755	95,702	93,816	93,820
Operating income	4,221	6,946	8,322	11,714
Interest income	94	85	69	61
Dividend income	52	57	66	64
Commission fee	502	483	626	639
Reversal of provision for loss on store closing	_	2,946	106	_
Other	1,520	614	443	263
Total non-operating income	2,170	4,186	1,310	1,028
Interest consenses	004	706	405	417
Interest expenses	984	726	485	417
Commission fee	907	763	646	179
Other	479	103	116	85
Total non-operating expenses	2,371	1,593	1,248	681
Ordinary income	4,020	9,539	8,385	12,061
Gain on sales of non-current assets	12	143	375	193
Compensation income	_	_	170	_
Gain on negative goodwill	6	_	_	_
Gain on sales of investment securities	11	_	-	_
Other			24	-
Total extraordinary income	30	143	569	193
Loss on sales of non-current assets	0	2	46	_
Loss on retirement of non-current assets	94	70	73	42
Loss on valuation of investment securities	2,495	_		_
Impairment loss	_	_	90	24
Loss on cancellation of leases	_	_	_	29
Other	84		-	22
Total extraordinary losses	2,674	72	211	120
Income before income taxes and minority interests	1,376	9,610	8,744	12,134
Income taxes - current	911	3,470	2,965	4,177
Income taxes – deferred	835	656	893	256
Profit attributable to non-controlling interests	702	732	13	380
Profit attributable to owners of parent	(1,072)	4,750	4,871	7,319

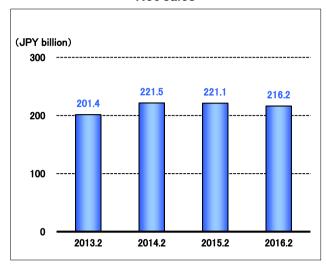
# Statements of Income (consolidated)

	2013.2	2014.2	2015.2	2016.2
Cash flows from operating activities				
Income before income taxes and minority interests	1,376	9,610	8,744	12,134
Depreciation	2,531	2,542	2,538	2,907
Impairment loss	_	-	90	24
Amortization of goodwill	134	134	198	180
Increase (decrease) in allowance for doubtful accounts	82	126	94	68
Increase (decrease) in provision for bonuses	(1,009)	(84)	(558)	(293)
Increase (decrease) in provision for point card certificates	(1,559)	(200)	(155)	(275)
Increase (decrease) in provision for goods warranties	549	453	250	(260)
Increase (decrease) in provision for retirement benefits	396	489	_	_
Increase (decrease) in net defined benefit liability	_	_	629	470
Increase (decrease) in provision for loss on store closing	(759)	(4,188)	(1,055)	(190)
Interest and dividend income	(147)	(142)	(135)	(125)
Interest expenses	984	726	485	417
Foreign exchange losses (gains)	(0)	(0)	(0)	0
Loss (gain) on sales of non-current assets	(12)	(141)	(328)	(193)
Loss on retirement of non-current assets	94	70	73	42
Decrease (increase) in notes and accounts receivable - trade	2,381	428	2,076	(2,027)
Decrease (increase) in inventories	1,179	(20,691)	(20,001)	(14,562)
Increase (decrease) in notes and accounts payable - trade	(9,589)	8,551	874	12
Other, net	(6,367)	(420)	(4,950)	(954)
Subtotal	(9,734)	(2,735)	(11,129)	(2,624)
Interest and dividend income received	78	83	77	73
Interest expenses paid	(979)	(760)	(511)	(413)
Income taxes paid	(159)	(1,444)	(7,179)	(4,096)
Net cash provided by (used in) operating activities	(10,794)	(4,857)	(18,742)	(7,060)

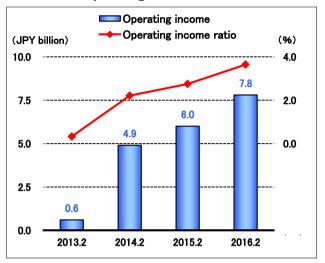
			_	(JPY million)
	2013.2	2014.2	2015.2	2016.2
Cash flows from investing activities				
Purchase of property, plant and equipment	(5,172)	(3,926)	(1,943)	(2,030)
Proceeds from sales of property, plant and equipment	28	552	2025	478
Purchase of intangible assets	(1,073)	(2,017)	(1,599)	(1,422)
Purchase of investment securities	(8)	(20)	_	(1,031)
Proceeds from sales of investment securities	22	_	_	_
Payments for guarantee deposits	(1,897)	(294)	(598)	(692)
Proceeds from collection of guarantee deposits	2,739	1,620	1,288	1,085
Purchase of investments in consolidated subsidiaries	(23)	_	_	_
Purchase of shares of subsidiaries resulting in change in scope of consolidation	_	_	(5,257)	_
Other, net	(112)	115	63	1
Net cash provided by (used in) investing activities	(5,496)	(3,969)	(6,022)	(3,611)
Cash flows from financing activities				
Net increase (decrease) in short-term loans payable	(15,720)	43,332	2,500	10,557
Proceeds from long-term loans payable	35,500	6,200	30,000	6,000
Repayments of long-term loans payable	(10,608)	(33,529)	(7,639)	(7,002)
Redemption of bonds	(530)	(530)	(530)	(25)
Cash dividends paid	(852)	(861)	(858)	(908)
Dividends paid to non-controlling interests	(172)	(0)	(239)	(99)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	_	_	_	(52)
Repayments of lease obligations	(1,711)	(799)	(1,018)	(764)
Other, net	(0)	(0)	(0)	(13)
Net cash provided by (used in) financing activities	5903	13811	22213	7690
Effect of exchange rate change on cash and cash equivalents	0	0	0	(0)
Net increase (decrease) in cash and cash equivalents	(10,387)	4,984	(2,551)	(2,981)
Cash and cash equivalents at beginning of period	46,813	32,815	25,953	22,349
Increase (decrease) in cash and cash equivalents resulting from merger of subsidiaries	_	_	34	-
Cash and cash equivalents at end of period	36,426	37,799	23,436	19,367

# Sales and Earnings (non-consolidated)

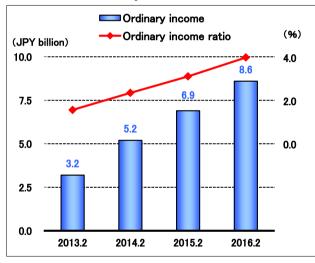
#### Net sales



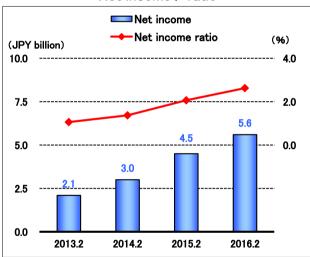
# Operating income / ratio



# Ordinary income / ratio



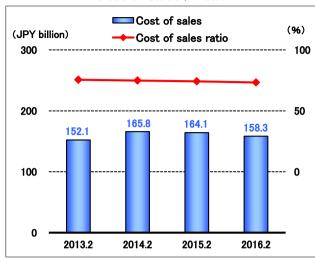
## Net income / ratio



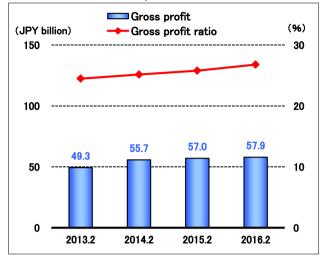
	2013.2	2014.2	2015.2	2016.2
Net sales	201,488	221,534	221,120	216,228
Operating income	657	4,906	6,078	7,872
Operating income ratio (%)	0.3	2.2	2.7	3.6
Ordinary income	3,209	5,277	6,956	8,692
Ordinary income ratio (%)	1.6	2.4	3.1	4.0
Net income	2,129	3,035	4,560	5,671
Net income ratio (%)	1.1	1.4	2.1	2.6

# Cost of Sales and SG&A expenses (non-consolidated)

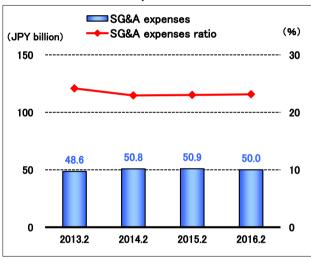
## Cost of sales / ratio



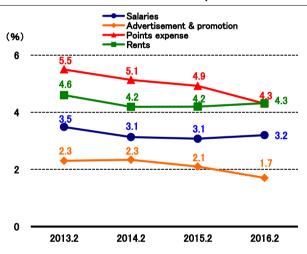
## Gross profit / ratio



## SG&A expenses / ratio



## Breakdown of SG&A expenses



					(JPY million)
		2013.2	2014.2	2015.2	2016.2
Cost of sales		152,155	165,816	164,106	158,319
Cost of sales ratio(%)		75.5	74.8	74.2	73.2
Gross profit		49,332	55,718	57,013	57,909
Gross profit ratio(%)		24.5	25.2	25.8	26.8
SG&A expenses	Amount	48,674	50,811	50,935	50,037
(ratio against sales)	Ratio(%)	24.2	22.9	23.0	23.1
Salaries	Amount	7,026	6,934	6,794	6,917
(ratio against sales)	Ratio(%)	3.5	3.1	3.1	3.2
Advertisement & promotion	Amount	4,678	5,173	4,647	3,679
(ratio against sales)	Ratio(%)	2.3	2.3	2.1	1.7
Points expense	Amount	11,116	11,375	10,885	9,308
(ratio against sales)	Ratio(%)	5.5	5.1	4.9	4.3
Rents	Amount	9,209	9,279	9,281	9,336
(ratio against sales)	Ratio(%)	4.6	4.2	4.2	4.3

# Statements of Income and Others (non-consolidated)

				(JPY million)
	2013.2	2014.2	2015.2	2016.2
Net sales	201,488	221,534	221,120	216,228
Cost of sales	152,155	165,816	164,106	158,319
Gross profit	49,332	55,718	57,013	57,909
SG&A expenses	48,674	50,811	50,935	50,037
Operating income	657	4,906	6,078	7,872
Non-operating income	5,290	870	1,213	1,132
Non-operating expenses	2,739	499	335	312
Ordinary income	3,209	5,277	6,956	8,692
Extraordinary income	11	0	305	0
Extraordinary loss	41	15	11	15
Income before income taxes and minority interests	3,179	5,261	7,250	8,676
Net income	2.129	3.035	4.560	5.671

# Store and Employee

Floor space (m <sup>2</sup> )	2013.2	2014.2	2015.2	2016.2	2015.8
Consolidated	780,829	704,749	664,754	645,320	648,997
Non-consolidated	201,504	201,039	201,674	200,108	200,656

The number of stores	2013.2	2014.2	2015.2	2016.2	2015.8
Consolidated*1	264	234	220	215	216
Non-consolidated	33	34	34	34	34
Kojima	191	163	146	142	144
Sofmap	37	34	36	35	35
Bic Outlet	3	3	4	4	3

<sup>\*1</sup> It is not include Ranet and Ranet and Ranet Communication.

Number of employees	2013.2	2014.2	2015.2	2016.2	2015.8
Number of employees(consolidated)*2	9,328	8,520	8,236	8,010	8,224
(The average number of part-time employees)	5,973	5,639	5,540	5,978	5,706
Number of employees(non-consolidated)*2	4,396	4,285	4,186	4,103	4,300
(The average number of part-time employees)	1,658	1,390	1,460	1,781	1,522

<sup>\*2</sup> The number of employees is not include part-time employees.

## Corporate Data

#### Corporate outline

(As of February 29, 2016)

Company name BIC CAMERA INC.

Headquarter (Takada) 3-23-23, Takada, Toshima-ku, Tokyo, 171-0033

(Ikebukuro) 8th floor, 3-28-13, Nishi-Ikebukuro, Toshima-ku, Tokyo, 171-0021

Established November 21, 1980
Representative director and president Hiroyuki Miyajima
Paid-in capital JPY 23,237 million

Listing Tokyo Stock Exchange First Section

Stock transfer agent Mizuho Trust and Banking

# Shareholder Date

# Major shareholders

(As of February 29, 2016)

	Number of shares held (shares)	Percentage of shareholding (%)
Ra • Holdings Co, Ltd.	18,661,500	10.23
Japan Trustee Services Bank, Ltd. (Trust Account)	17,494,700	9.59
Mizuho Trust & Banking Co., Ltd. Securities Management Trust0700026	13,257,000	7.26
Administration Trust (A001) Trustee SMBC Trust Bank Ltd.	8,898,100	4.88
Sumitomo Mitsui Trust Bank, Limited (Trust Account KO No.1)	8,617,600	4.72
The Nomura Trust and Banking Co., Ltd. (Trust Account 2052152)	7,500,000	4.11
Administration Trust (A009) Trustee SMBC Trust Bank Ltd.	6,800,000	3.73
TOKYO BROADCASTING SYSTEM TELEVISION, INC.	6,119,000	3.35
The Master Trust Bank of Japan ,Ltd. (Retail Trust Account 820079254)	4,646,530	2.55
The Nomura Trust and Banking Co., Ltd. (Trust Account 2052116)	3,758,070	2.06

## Composition of shareholders

(As of February 29, 2016)

		(/13 Of 1 Oblidary 20; 2010)			
	Number of shareholders	Number of shares held	Percentage of shareholding (%)		
Financial institutions	49	83,068,800	45.52		
Securities companies	40	1,384,350	0.76		
Other corporations	784	31,783,517	17.42		
Non-Japanese	457	13,967,139	7.65		
Individual and other	208,407	51,678,359	28.32		
Treasury stock	1	596,600	0.33		
Total	209,738	182,478,765	100.00		