

# Summary of Third Quarter Reference data

## Fiscal Year 2017

(September 1, 2017 – May 31, 2018)



(Tokyo Stock Exchange, 1st Section : 3048)

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**40TH ANNIVERSARY**

# 〈Consolidated〉 Results Highlights

JPY million, %	FY2016 3Q (Sep. 2016 – May. 2017)		FY2017 3Q (Sep. 2017 – May. 2018)		
	Results	% of sales	Results	% of sales	YoY
<b>Net sales</b>	<b>587,411</b>	<b>100.0</b>	<b>633,773</b>	<b>100.0</b>	<b>107.9</b>
Gross profit	160,728	27.4	176,204	27.8	109.6
SG&A expenses	145,197	24.7	154,708	24.4	106.6
Personnel expenses	47,503	8.1	50,180	7.9	105.6
Points expenses	19,732	3.4	20,794	3.3	105.4
Other	77,961	13.3	83,733	13.2	107.4
<b>Operating income</b>	<b>15,530</b>	<b>2.6</b>	<b>21,495</b>	<b>3.4</b>	<b>138.4</b>
Non-operating income	2,463	0.4	2,087	0.3	84.7
Non-operating expenses	459	0.1	456	0.1	99.3
<b>Ordinary income</b>	<b>17,535</b>	<b>3.0</b>	<b>23,126</b>	<b>3.6</b>	<b>131.9</b>
Extraordinary income	723	0.1	473	0.1	65.5
Extraordinary losses	438	0.1	662	0.1	151.0
Profit before income taxes	17,819	3.0	22,937	3.6	128.7
Total income taxes	6,098	1.0	7,013	1.1	115.0
Profit attributable to non-controlling interests	968	0.2	1,656	0.3	171.0
<b>Profit attributable to owners of parent</b>	<b>10,752</b>	<b>1.8</b>	<b>14,267</b>	<b>2.3</b>	<b>132.7</b>

# Group companies

JPY million, %	Kojima TSE 1 <sup>st</sup> section, code 7513					Nippon BS Broadcasting Corporation (Non-Consolidated) TSE 1 <sup>st</sup> section, code 9414				
	FY2016 3Q		FY2017 3Q (Sep. 2017 – May. 2018)			FY2016 3Q		FY2017 3Q (Sep. 2017 – May. 2018)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
<b>Net sales</b>	<b>169,711</b>	<b>100.0</b>	<b>180,116</b>	<b>100.0</b>	<b>106.1</b>	<b>8,342</b>	<b>100.0</b>	<b>9,028</b>	<b>100.0</b>	<b>108.2</b>
Gross profit	45,063	26.6	48,475	26.9	107.6	4,392	52.6	4,829	53.5	110.0
SG&A expenses	44,033	25.9	46,023	25.6	104.5	2,641	31.7	2,779	30.8	105.3
<b>Operating income</b>	<b>1,030</b>	<b>0.6</b>	<b>2,451</b>	<b>1.4</b>	<b>238.0</b>	<b>1,750</b>	<b>21.0</b>	<b>2,049</b>	<b>22.7</b>	<b>117.1</b>
Non-operating income	721	0.4	475	0.3	66.0	2	0.0	1	0.0	74.2
Non-operating expenses	245	0.1	256	0.1	104.1	0	0.0	0	0.0	0.2
<b>Ordinary income</b>	<b>1,505</b>	<b>0.9</b>	<b>2,671</b>	<b>1.5</b>	<b>177.4</b>	<b>1,752</b>	<b>21.0</b>	<b>2,051</b>	<b>22.7</b>	<b>117.1</b>
Extraordinary income	0	0.0	0	0.0	124.7	-	-	-	-	-
Extraordinary losses	364	0.2	206	0.1	56.6	-	-	-	-	-
Profit before income taxes	1,141	0.7	2,465	1.4	215.9	1,752	21.0	2,051	22.7	117.1
<b>Profit income</b>	<b>675</b>	<b>0.4</b>	<b>1,916</b>	<b>1.1</b>	<b>283.6</b>	<b>1,196</b>	<b>14.3</b>	<b>1,404</b>	<b>15.6</b>	<b>117.4</b>

# 〈Consolidated〉 Balance Sheet

JPY million	As of Aug 31, 2017	As of May 31, 2018	Amount of increase	As of May 31, 2017
Total current assets	172,153	<b>197,343</b>	<b>25,189</b>	180,366
Cash and deposits	19,997	<b>22,004</b>	<b>2,007</b>	19,711
Merchandise and finished goods	101,812	<b>115,353</b>	<b>13,540</b>	107,030
Total property, plant and equipment	81,972	<b>85,254</b>	<b>3,282</b>	82,047
Total Intangible assets	22,129	<b>22,181</b>	<b>51</b>	22,284
Total investments and other assets	73,955	<b>74,382</b>	<b>426</b>	72,423
Total non-current assets	178,057	<b>181,817</b>	<b>3,760</b>	176,755
<b>Total assets</b>	<b>350,211</b>	<b>379,161</b>	<b>28,950</b>	<b>357,122</b>
Total current liabilities	150,272	<b>153,680</b>	<b>3,408</b>	161,345
Interest bearing debt	57,850	<b>49,032</b>	<b>(8,817)</b>	64,417
Provision for point card certificates	11,567	<b>11,712</b>	<b>145</b>	11,072
Total non-current liabilities	54,345	<b>59,982</b>	<b>5,637</b>	55,278
Interest bearing debt	23,280	<b>29,464</b>	<b>6,184</b>	24,749
<b>Total liabilities</b>	<b>204,617</b>	<b>213,663</b>	<b>9,046</b>	<b>216,624</b>
<b>Total net assets</b>	<b>145,593</b>	<b>165,497</b>	<b>19,904</b>	<b>140,498</b>
<b>Total liabilities and net assets</b>	<b>350,211</b>	<b>379,161</b>	<b>28,950</b>	<b>357,122</b>

# <Consolidated> Sales by Product line

JPY million, %	FY2016 3Q		FY2017 3Q (Sep. 2017 - May. 2018)			
	Results	% of sales	Results	% of sales	Amount of increase	YoY
<b>Audio visual products</b>	95,280	16.2	<b>105,085</b>	<b>16.6</b>	<b>9,805</b>	<b>110.3</b>
Cameras	27,979	4.8	31,277	4.9	3,297	111.8
TVs	26,409	4.5	28,502	4.5	2,092	107.9
Audios	12,005	2.0	12,519	2.0	513	104.3
<b>Home appliances</b>	177,736	30.3	<b>186,514</b>	<b>29.4</b>	<b>8,777</b>	<b>104.9</b>
Refrigerators	25,934	4.4	27,074	4.3	1,140	104.4
Washing machines	24,007	4.1	26,422	4.2	2,415	110.1
Kitchen appliances	26,970	4.6	28,571	4.5	1,600	105.9
Seasonal home electronics	29,391	5.0	31,565	5.0	2,174	107.4
Personal care electronics	33,731	5.8	35,170	5.5	1,438	104.3
<b>Information communications equipment Products</b>	189,766	32.3	<b>206,063</b>	<b>32.5</b>	<b>16,296</b>	<b>108.6</b>
PCs	44,751	7.6	49,210	7.7	4,459	110.0
PC peripherals	17,940	3.0	19,624	3.1	1,684	109.4
Cellular phones	84,933	14.5	92,990	14.7	8,056	109.5
<b>Other products</b>	114,793	19.5	<b>125,492</b>	<b>19.8</b>	<b>10,698</b>	<b>109.3</b>
Video Games	19,859	3.4	26,548	4.2	6,689	133.7
Watches	17,065	2.9	17,981	2.8	915	105.4
Medicine and Daily goods	10,851	1.8	14,183	2.3	3,332	130.7
<b>Retail goods sales</b>	577,577	98.3	<b>623,155</b>	<b>98.3</b>	<b>45,577</b>	<b>107.9</b>
Other business	9,834	1.7	<b>10,618</b>	<b>1.7</b>	<b>784</b>	<b>108.0</b>
<b>Total</b>	587,411	100.0	<b>633,773</b>	<b>100.0</b>	<b>46,361</b>	<b>107.9</b>