

Summary of First Quarter Reference data Fiscal Year 2018

(September 1, 2018 – November 30, 2018)



(Tokyo Stock Exchange, 1st Section : 3048)

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40TH ANNIVERSARY

<Consolidated> Results Highlights

JPY million, %	FY2017 1Q (Sep. 2017 – Nov. 2017)		FY2018 1Q (Sep. 2018 – Nov. 2018)		
	Results	% of sales	Results	% of sales	YoY
Net sales	188,535	–	197,099	–	104.5
Gross profit	52,653	27.9	54,363	27.6	103.2
SG&A expenses	49,638	26.3	51,501	26.1	103.8
Personnel expenses	16,342	8.7	16,663	8.5	102.0
Points expenses	6,099	3.2	6,236	3.2	102.2
Other	27,196	14.4	28,601	14.5	105.2
Operating income	3,015	1.6	2,861	1.5	94.9
Non-operating income	518	0.3	585	0.3	113.0
Non-operating expenses	122	0.1	124	0.1	101.8
Ordinary income	3,411	1.8	3,323	1.7	97.4
Extraordinary income	32	0.0	9	0.0	29.3
Extraordinary losses	91	0.0	131	0.1	143.9
Profit before income taxes	3,352	1.8	3,200	1.6	95.5
Total income taxes	1,312	0.7	1,028	0.5	78.4
Profit attributable to non-controlling interests	42	0.0	222	0.1	525.6
Profit attributable to owners of parent	1,997	1.1	1,950	1.0	97.6

Group companies

JPY billion, %	Kojima					Nippon BS Broadcasting (Non-consolidated)				
	FY2017 1Q		FY2018 1Q (Sep.18-Nov.18)			FY2017 1Q		FY2018 1Q (Sep.18-Nov.18)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	53,384	—	57,530	—	107.8	2,917	—	2,875	—	98.6
Gross profit	14,547	27.3	15,670	27.2	107.7	1,547	53.1	1,326	46.1	85.7
SG&A expenses	14,880	27.9	15,456	26.9	103.9	801	27.5	892	31.0	111.3
Operating income	(332)	(0.6)	213	0.4	—	745	25.6	433	15.1	58.2
Non-operating income	63	0.1	111	0.2	175.5	0	0.0	3	0.1	591.5
Non-operating expenses	64	0.1	48	0.1	75.4	0	0.0	0	0.0	7,345
Ordinary income	(333)	(0.6)	277	0.5	—	746	25.6	436	15.2	58.5
Extraordinary income	0	0.0	0	0.0	220.7	—	—	—	—	—
Extraordinary losses	67	0.1	70	0.1	103.7	—	—	—	—	—
Profit before income taxes	(400)	(0.8)	207	0.4	—	746	25.6	436	15.2	58.5
Profit income	(413)	(0.8)	122	0.2	—	513	17.6	300	10.5	58.6

〈Consolidated〉 Balance Sheet

JPY million	As of Aug 31, 2018	As of Nov 30, 2018	Amount of increase	As of Nov 30, 2018
Total current assets	175,498	210,113	34,614	201,647
Cash and deposits	21,967	22,812	845	20,684
Merchandise and finished goods	106,100	132,625	26,525	124,271
Total property, plant and equipment	84,515	87,375	2,859	84,167
Total Intangible assets	22,672	21,765	(907)	22,274
Total investments and other assets	82,911	82,032	(878)	75,764
Total non-current assets	190,099	191,173	1,074	182,205
Total assets	365,598	401,287	35,688	383,853
Total current liabilities	156,561	191,843	35,282	181,510
Interest bearing debt	58,338	74,747	16,408	72,046
Provision for point card certificates	12,124	11,875	(249)	11,436
Total non-current liabilities	53,270	54,871	1,600	53,646
Interest bearing debt	22,258	23,913	1,654	22,749
Total liabilities	209,832	246,715	36,883	235,157
Total net assets	155,765	154,571	(1,194)	148,695
Total liabilities and net assets	365,598	401,287	35,688	383,853

<Consolidated> Sales by Product line

JPY million, %	FY2017 1Q (Sep. 2017 – Nov. 2017)		FY2018 1Q (Sep. 2018 – Nov. 2018)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	31,259	16.6	31,678	16.1	101.3
Cameras	9,755	5.2	9,080	4.6	93.1
TVs	8,019	4.2	8,414	4.3	104.9
Audios	3,752	2.0	3,446	1.7	91.8
Others	6,118	3.3	7,080	3.6	115.7
Home appliances	55,147	29.3	58,404	29.6	105.9
Refrigerators	8,260	4.4	8,532	4.3	103.3
Washing machines	7,332	3.9	7,690	3.9	104.9
Kitchen appliances	8,338	4.4	8,574	4.3	102.8
Seasonal home electronics	8,915	4.7	10,203	5.2	114.4
Personal care electronics	10,527	5.6	10,775	5.5	102.4
Information communications equipment Products	61,162	32.4	65,559	33.3	107.2
PCs	13,194	7.0	14,800	7.5	112.2
PC peripherals	5,641	3.0	6,041	3.1	107.1
Cellular phones	28,825	15.3	30,914	15.7	107.2
Other products	37,519	19.9	38,039	19.3	101.4
Video Games	7,633	4.1	6,569	3.3	86.1
Watches	5,291	2.8	5,514	2.8	104.2
Sporting goods	2,148	1.1	2,558	1.3	119.0
Toys	2,832	1.5	2,976	1.5	105.1
Glasses and Contact lenses	1,395	0.7	1,612	0.8	115.6
Liquors and Soft drinks	1,561	0.8	1,759	0.9	112.7
Medicine and Daily goods	4,239	2.3	5,036	2.6	118.8
Retail goods sales	185,089	98.2	193,681	98.3	104.6
Other business	3,445	1.8	3,417	1.7	99.2
Total	188,535	100.0	197,099	100.0	104.5