

Summary of Third Quarter Reference data Fiscal Year 2018

(September 1, 2018 – May 31, 2019)



(Tokyo Stock Exchange, 1st Section : 3048)

〈Consolidated〉 Results Highlights

JPY million, %	FY2017 3Q (Sep. 2017 – May. 2018)		FY2018 3Q (Sep. 2018 – May. 2019)		
	Results	% of sales	Results	% of sales	YoY
Net sales	633,773	100.0	669,943	100.0	105.7
Gross profit	176,204	27.8	180,964	27.0	102.7
SG&A expenses	154,708	24.4	162,959	24.3	105.3
Personnel expenses	50,180	7.9	51,138	7.6	101.9
Points expenses	20,794	3.3	22,178	3.3	106.7
Other	83,733	13.2	89,642	13.4	107.1
Operating income	21,495	3.4	18,004	2.7	83.8
Non-operating income	2,087	0.3	2,616	0.4	125.4
Non-operating expenses	456	0.1	374	0.1	82.2
Ordinary income	23,126	3.6	20,245	3.0	87.5
Extraordinary income	473	0.1	30	0.0	6.5
Extraordinary losses	662	0.1	252	0.0	38.1
Profit before income taxes	22,937	3.6	20,024	3.0	87.3
Total income taxes	7,013	1.1	5,625	0.8	80.2
Profit attributable to non-controlling interests	1,656	0.3	2,544	0.4	153.6
Profit attributable to owners of parent	14,267	2.3	11,854	1.8	83.1

Group companies

JPY billion, %	Kojima					Nippon BS Broadcasting (Non-consolidated)				
	FY2017 3Q		FY2018 3Q (Sep.18-May.18)			FY2017 3Q		FY2018 3Q (Sep.18-May.18)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	180,116	100.0	197,580	100.0	109.7	9,028	100.0	8,714	100.0	96.5
Gross profit	48,475	26.9	52,587	26.6	108.5	4,829	53.5	4,204	48.2	87.1
SG&A expenses	46,023	25.6	48,643	24.6	105.7	2,779	30.8	2,871	33.0	103.3
Operating income	2,451	1.4	3,943	2.0	160.9	2,049	22.7	1,332	15.3	65.0
Non-operating income	475	0.3	859	0.4	180.5	1	0.0	4	0.0	242.2
Non-operating expenses	256	0.1	146	0.1	57.2	0	0.0	0	0.0	3,183
Ordinary income	2,671	1.5	4,656	2.4	174.3	2,051	22.7	1,336	15.3	65.1
Extraordinary income	0	0.0	11	0.0	3,139	-	-	-	-	-
Extraordinary losses	206	0.1	181	0.1	88.0	-	-	-	-	-
Profit before income taxes	2,465	1.4	4,486	2.3	182.0	2,051	22.7	1,336	15.3	65.1
Profit income	1,916	1.1	4,086	2.1	213.2	1,404	15.6	912	10.5	64.9

〈Consolidated〉 Balance Sheet

JPY million	As of Aug 31, 2018	As of May 31, 2019	Amount of increase
Total current assets	175,498	215,523	40,024
Cash and deposits	21,967	25,110	3,143
Merchandise and finished goods	106,100	135,857	29,756
Total property, plant and equipment	84,515	89,584	5,068
Total Intangible assets	22,672	22,610	(62)
Total investments and other assets	82,911	79,886	(3,024)
Total non-current assets	190,099	192,081	1,982
Total assets	365,598	407,605	42,007
Total current liabilities	156,561	182,325	25,763
Interest bearing debt	58,338	67,824	9,486
Provision for point card certificates	12,124	12,553	429
Total non-current liabilities	53,270	64,384	11,114
Interest bearing debt	22,258	33,354	11,095
Total liabilities	209,832	246,709	36,877
Total net assets	155,765	160,895	5,129
Total liabilities and net assets	365,598	407,605	42,007

〈Consolidated〉 Sales by Product line

JPY million, %	FY2017 3Q (Sep. 2017 – May. 2018)		FY2018 3Q (Sep. 2018 – May. 2019)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	105,085	16.6	105,501	15.8	100.4
Cameras	31,277	4.9	28,361	4.2	90.7
TVs	28,502	4.5	29,754	4.5	104.4
Audios	12,519	2.0	11,148	1.7	89.0
Others	21,246	3.4	24,048	3.6	113.2
Home appliances	186,514	29.4	197,359	29.5	105.8
Refrigerators	27,074	4.3	28,110	4.2	103.8
Washing machines	26,422	4.2	28,554	4.3	108.1
Kitchen appliances	28,571	4.5	29,180	4.4	102.1
Seasonal home electronics	31,565	5.0	34,688	5.2	109.9
Personal care electronics	35,170	5.5	36,462	5.4	103.7
Information communications equipment Products	206,063	32.5	223,254	33.3	108.3
PCs	49,210	7.7	58,044	8.7	118.0
PC peripherals	19,624	3.1	20,773	3.1	105.9
Cellular phones	92,990	14.7	98,809	14.7	106.3
Other products	125,492	19.8	133,535	19.9	106.4
Video Games	26,548	4.2	29,267	4.4	110.2
Watches	17,981	2.8	18,295	2.7	101.7
Sporting goods	7,376	1.2	8,689	1.3	117.8
Toys	10,005	1.6	10,745	1.6	107.4
Glasses and Contact lenses	4,572	0.7	5,057	0.7	110.6
Liquors and Soft drinks	5,291	0.8	6,147	0.9	116.2
Medicine and Daily goods	14,183	2.3	15,925	2.4	112.3
Retail goods sales	623,155	98.3	659,651	98.5	105.9
Other business	10,618	1.7	10,292	1.5	96.9
Total	633,773	100.0	669,943	100.0	105.7