

Summary of First Quarter Reference data Fiscal Year 2019

(September 1, 2019 – November 30, 2019)



(Tokyo Stock Exchange, 1st Section : 3048)

〈Consolidated〉 Results Highlights

JPY million, %	FY2018 1Q (Sep. 2018 – Nov. 2018)		FY2019 1Q (Sep. 2019 – Nov. 2019)		
	Results	% of sales	Results	% of sales	YoY
Net sales	197,099	–	216,409	–	109.8
Gross profit	54,363	27.6	59,205	27.4	108.9
SG&A expenses	51,501	26.1	54,956	25.4	106.7
Personnel expenses	16,663	8.5	17,089	7.9	102.6
Points expenses	6,236	3.2	6,603	3.1	105.9
Other	28,601	14.5	31,263	14.4	109.3
Operating income	2,861	1.5	4,249	2.0	148.5
Non-operating income	585	0.3	663	0.3	113.3
Non-operating expenses	124	0.1	99	0.0	79.7
Ordinary income	3,323	1.7	4,814	2.2	144.9
Extraordinary income	9	0.0	0	0.0	3.7
Extraordinary losses	131	0.1	36	0.0	27.7
Profit before income taxes	3,200	1.6	4,777	2.2	149.3
Total income taxes	1,028	0.5	1,335	0.6	129.9
Profit attributable to non-controlling interests	222	0.1	593	0.3	267.0
Profit attributable to owners of parent	1,950	1.0	2,849	1.3	146.1

Group companies

JPY million, %	Kojima					Nippon BS Broadcasting (Non-consolidated)				
	FY2018 1Q		FY2019 1Q (Sep.19-Nov.19)			FY2018 1Q		FY2019 1Q (Sep.19-Nov.19)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	57,530	—	64,987	—	113.0	3,023	—	2,847	—	94.2
Gross profit	15,670	27.2	17,845	27.5	113.9	1,408	46.6	1,385	48.6	98.4
SG&A expenses	15,456	26.9	16,914	26.0	109.4	971	32.1	913	32.1	94.1
Operating income	213	0.4	931	1.4	435.9	437	14.5	471	16.5	107.8
Non-operating income	111	0.2	89	0.1	80.0	3	0.1	3	0.1	109.6
Non-operating expenses	48	0.1	42	0.1	88.3	1	0.1	1	0.0	65.4
Ordinary income	277	0.5	978	1.5	353.0	439	14.5	474	16.6	108.0
Extraordinary income	0	0.0	0	0.0	4.8	—	—	—	—	—
Extraordinary losses	70	0.1	10	0.0	15.2	—	—	—	—	—
Profit before income taxes	207	0.4	967	1.5	465.6	439	14.5	474	16.7	108.0
Profit income	122	0.2	877	1.4	719.1	303	10.0	323	11.3	106.7

〈Consolidated〉 Balance Sheet

JPY million	As of Aug 31, 2019	As of Nov 30, 2019	Amount of increase	As of Nov 30, 2018
Total current assets	208,936	225,634	16,698	210,113
Cash and deposits	25,791	25,100	(691)	22,812
Merchandise and finished goods	127,954	143,778	15,823	132,625
Total property, plant and equipment	87,509	88,459	949	87,375
Total Intangible assets	23,105	23,452	346	21,765
Total investments and other assets	80,898	81,610	711	82,032
Total non-current assets	191,514	193,522	2,007	191,173
Total assets	400,451	419,157	18,706	401,287
Total current liabilities	173,927	192,294	18,367	191,843
Interest bearing debt	60,073	67,505	7,431	74,747
Provision for point card certificates	12,922	12,545	(377)	11,875
Total non-current liabilities	63,181	61,873	(1,308)	54,871
Interest bearing debt	31,163	29,660	(1,502)	23,913
Total liabilities	237,108	254,167	17,058	246,715
Total net assets	163,342	164,989	1,647	154,571
Total liabilities and net assets	400,451	419,157	18,706	401,287

〈Consolidated〉 Sales by Product line

JPY million, %	FY2018 1Q (Sep. 2018 – Nov. 2018)		FY2019 1Q (Sep. 2019 – Nov. 2019)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	31,678	16.1	34,598	16.0	109.2
Cameras	9,080	4.6	8,177	3.8	90.1
TVs	8,414	4.3	11,019	5.1	131.0
Audios	3,446	1.7	3,644	1.7	105.7
Home appliances	58,404	29.6	67,573	31.2	115.7
Refrigerators	8,532	4.3	11,314	5.2	132.6
Washing machines	7,690	3.9	9,426	4.4	122.6
Kitchen appliances	8,574	4.3	9,413	4.3	109.8
Seasonal home electronics	10,203	5.2	11,211	5.2	109.9
Personal care electronics	10,775	5.5	11,374	5.3	105.6
Information communications equipment Products	65,559	33.3	67,692	31.3	103.3
PCs	14,800	7.5	18,019	8.3	121.7
PC peripherals	6,041	3.1	6,776	3.1	112.2
Cellular phones	30,914	15.7	28,689	13.3	92.8
Other products	38,039	19.3	43,350	20.0	114.0
Video Games	6,569	3.3	10,010	4.6	152.4
Watches	5,514	2.8	5,366	2.5	97.3
Sporting goods	2,558	1.3	2,840	1.3	111.0
Toys	2,976	1.5	3,070	1.4	103.2
Glasses and Contact lenses	1,612	0.8	1,637	0.8	101.5
Liquors and Soft drinks	1,759	0.9	1,882	0.9	107.0
Medicine and Daily goods	5,036	2.6	4,744	2.2	94.2
Retail goods sales	193,681	98.3	213,216	98.5	110.1
Other business	3,417	1.7	3,192	1.5	93.4
Total	197,099	100.0	216,409	100.0	109.8