

# Summary of Third Quarter Reference data Fiscal Year 2019

(September 1, 2019 – May 31, 2020)



(Tokyo Stock Exchange, 1st Section : 3048)

# 〈Consolidated〉 Results Highlights

JPY million, %	FY2018 3Q (Sep. 2018 – May. 2019)		FY2019 3Q (Sep. 2019 – May. 2020)		
	Results	% of sales	Results	% of sales	YoY
<b>Net sales</b>	<b>669,943</b>	<b>–</b>	<b>621,163</b>	<b>–</b>	<b>92.7</b>
Gross profit	180,964	27.0	169,202	27.2	93.5
SG&A expenses	162,959	24.3	161,220	26.0	98.9
Personnel expenses	51,138	7.6	50,350	8.1	98.5
Points expenses	22,178	3.3	19,622	3.2	88.5
Other	89,642	13.4	91,246	14.7	101.8
<b>Operating income</b>	<b>18,004</b>	<b>2.7</b>	<b>7,982</b>	<b>1.3</b>	<b>44.3</b>
Non-operating income	2,616	0.4	2,312	0.4	88.4
Non-operating expenses	374	0.1	330	0.1	88.3
<b>Ordinary income</b>	<b>20,245</b>	<b>3.0</b>	<b>9,963</b>	<b>1.6</b>	<b>49.2</b>
Extraordinary income	30	0.0	346	0.1	1,131.0
Extraordinary losses	252	0.0	1,335	0.2	528.5
Profit before income taxes	<b>20,024</b>	<b>3.0</b>	<b>8,974</b>	<b>1.4</b>	<b>44.8</b>
Total income taxes	5,625	0.8	3,396	0.5	60.4
Profit attributable to non-controlling interests	2,544	0.4	1,700	0.3	66.8
<b>Profit attributable to owners of parent</b>	<b>11,854</b>	<b>1.8</b>	<b>3,877</b>	<b>0.6</b>	<b>32.7</b>

# Group companies

JPY million, %	Kojima					Nippon BS Broadcasting (Non-consolidated)				
	FY2018 3Q		FY2019 3Q (Sep.19-May.19)			FY2018 3Q		FY2019 3Q (Sep.19-May.19)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
<b>Net sales</b>	<b>197,580</b>	–	<b>202,603</b>	–	<b>102.5</b>	<b>9,187</b>	–	<b>8,523</b>	–	<b>92.8</b>
Gross profit	52,587	26.6	55,281	27.3	105.1	4,428	48.2	4,344	51.0	98.1
SG&A expenses	48,643	24.6	51,820	25.6	106.5	3,094	33.7	2,671	31.3	86.3
<b>Operating income</b>	<b>3,943</b>	<b>2.0</b>	<b>3,460</b>	<b>1.7</b>	<b>87.8</b>	<b>1,333</b>	<b>14.5</b>	<b>1,672</b>	<b>19.6</b>	<b>125.4</b>
Non-operating income	859	0.4	287	0.1	33.4	5	0.1	8	0.1	164.2
Non-operating expenses	146	0.1	143	0.1	98.1	4	0.0	3	0.0	82.3
<b>Ordinary income</b>	<b>4,656</b>	<b>2.4</b>	<b>3,604</b>	<b>1.8</b>	<b>77.4</b>	<b>1,334</b>	<b>14.5</b>	<b>1,677</b>	<b>19.7</b>	<b>125.7</b>
Extraordinary income	11	0.0	0	0.0	1.6	–	–	–	–	–
Extraordinary losses	181	0.1	134	0.1	74.0	–	–	–	–	–
Profit before income taxes	4,486	2.3	3,470	1.7	77.3	1,334	14.5	1,677	19.7	125.7
<b>Profit income</b>	<b>4,086</b>	<b>2.1</b>	<b>2,321</b>	<b>1.1</b>	<b>56.8</b>	<b>905</b>	<b>9.9</b>	<b>1,149</b>	<b>13.5</b>	<b>127.0</b>

# 〈Consolidated〉 Balance Sheet

JPY million	As of Aug 31, 2019	As of May 31, 2020	Amount of increase	As of May 31, 2019
Total current assets	<b>208,936</b>	<b>258,577</b>	<b>49,641</b>	<b>215,523</b>
Cash and deposits	25,791	77,870	52,078	25,110
Merchandise and finished goods	127,954	120,219	(7,735)	135,857
Total property, plant and equipment	<b>87,509</b>	<b>91,983</b>	<b>4,473</b>	<b>89,584</b>
Total Intangible assets	<b>23,105</b>	<b>24,031</b>	<b>925</b>	<b>22,610</b>
Total investments and other assets	<b>80,898</b>	<b>80,048</b>	<b>(850)</b>	<b>79,886</b>
Total non-current assets	<b>191,514</b>	<b>196,063</b>	<b>4,548</b>	<b>192,081</b>
<b>Total assets</b>	<b>400,451</b>	<b>454,641</b>	<b>54,189</b>	<b>407,605</b>
Total current liabilities	<b>173,927</b>	<b>179,066</b>	<b>5,139</b>	<b>182,325</b>
Interest bearing debt	60,073	73,895	13,821	67,824
Provision for point card certificates	12,922	12,635	(287)	12,553
Total non-current liabilities	<b>63,181</b>	<b>110,173</b>	<b>46,991</b>	<b>64,384</b>
Interest bearing debt	<b>31,163</b>	78,253	47,090	33,354
<b>Total liabilities</b>	<b>237,108</b>	<b>289,240</b>	<b>52,131</b>	<b>246,709</b>
<b>Total net assets</b>	<b>163,342</b>	<b>165,400</b>	<b>2,058</b>	<b>160,895</b>
<b>Total liabilities and net assets</b>	<b>400,451</b>	<b>454,641</b>	<b>54,189</b>	<b>407,605</b>

# 〈Consolidated〉 Sales by Product line

JPY million, %	FY2018 3Q (Sep. 2018 – May. 2019)		FY2019 3Q (Sep. 2019 – May. 2020)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	<b>105,501</b>	<b>15.8</b>	<b>99,312</b>	<b>16.0</b>	<b>94.1</b>
Cameras	28,361	4.2	19,888	3.2	70.1
TVs	29,754	4.5	33,700	5.4	113.3
Audios	11,148	1.7	10,592	1.7	95.0
Home appliances	<b>197,359</b>	<b>29.5</b>	<b>189,091</b>	<b>30.5</b>	<b>95.8</b>
Refrigerators	28,110	4.2	28,722	4.6	102.2
Washing machines	28,554	4.3	28,207	4.5	98.8
Kitchen appliances	29,180	4.4	27,624	4.5	94.7
Seasonal home electronics	34,688	5.2	31,349	5.1	90.4
Personal care electronics	36,462	5.4	32,775	5.3	89.9
Information communications equipment Products	<b>223,254</b>	<b>33.3</b>	<b>203,207</b>	<b>32.7</b>	<b>91.0</b>
PCs	58,044	8.7	64,455	10.4	111.0
PC peripherals	20,773	3.1	21,698	3.5	104.5
Cellular phones	98,809	14.7	74,847	12.0	75.7
Other products	<b>133,535</b>	<b>19.9</b>	<b>119,964</b>	<b>19.3</b>	<b>89.8</b>
Video Games	29,267	4.4	30,729	4.9	105.0
Watches	18,295	2.7	12,657	2.0	69.2
Sporting goods	8,689	1.3	7,559	1.2	87.0
Toys	10,745	1.6	9,800	1.6	91.2
Glasses and Contact lenses	5,057	0.7	4,053	0.7	80.2
Liquors and Soft drinks	6,147	0.9	5,362	0.9	87.2
Medicine and Daily goods	15,925	2.4	11,672	1.9	73.3
Retail goods sales	659,651	98.5	611,576	98.5	92.7
Other business	10,292	1.5	9,587	1.5	93.1
<b>Total</b>	<b>669,943</b>	<b>100.0</b>	<b>621,163</b>	<b>100.0</b>	<b>92.7</b>

This document mentions future prospects on our business operations and industry trends based on our current plans, estimates, possibilities or expectations.

Expressions of these future prospects are associated with various risks and uncertainties. Already known or unknown risks, uncertainties and other factors may cause different outcomes from the matters included in the expressions for future prospects. We cannot promise that our expressions and expectations for future prospects will be correct, and outcomes may be substantially different from the future prospects.

Expressions relating to future prospects in this document were made as of July 9 2020 based on the information available as of July 9 2020, and expressions for future prospects are not to be updated or changed to reflect future incidents and situations.

July, 2020

**BicCamera Inc.**

