

Financial Results for the Third Quarter of FY2021

(September 1, 2020 – May 31, 2021)



(Tokyo Stock Exchange, 1st Section : 3048)

〈Consolidated〉 Financial Results Highlights

(million yen, %)	FY2020 3Q (Sep. 2019 – May. 2020)		FY2021 3Q (Sep. 2020 – May. 2021)		
	Amount	% to sales	Amount	% to sales	YoY
Net sales	621,163	100.0	636,434	100.0	102.5
Gross profit	169,202	27.2	180,726	28.4	106.8
SG&A expenses	161,220	26.0	164,564	25.9	102.1
Personnel expenses	50,350	8.1	51,856	8.1	103.0
Points expenses	19,622	3.2	19,486	3.1	99.3
Logistics expenses (Shipping)	15,088	2.4	15,607	2.5	103.4
Rent expenses	25,846	4.2	26,372	4.1	102.0
Depreciation	5,993	1.0	7,133	1.1	119.0
Others	44,317	7.1	44,107	6.9	99.5
Operating income	7,982	1.3	16,162	2.5	202.5
Non-operating income	2,312	0.4	2,801	0.4	121.2
Non-operating expenses	330	0.1	545	0.1	165.0
Ordinary income	9,963	1.6	18,418	2.9	184.9
Extraordinary income	346	0.1	7	0.0	2.1
Extraordinary losses	1,335	0.2	716	0.1	53.7
Profit before income taxes	8,974	1.4	17,708	2.8	197.3
Total income taxes	3,396	0.5	6,127	1.0	180.4
Profit attributable to non-controlling interests	1,700	0.3	2,801	0.4	164.8
Profit attributable to owners of parent	3,877	0.6	8,780	1.4	226.4

【Newly consolidated】

FY2021 1Q~ WILBY (Operation of Web magazines)

2Q~ Arrow Japan (Operation of mobile carrier shops)

【Newly subject under the equity method】

FY2021 1Q~ Bic Camera Rakuten, Rakuten Bic (Operation of Rakuten Bic)

Consolidated subsidiaries

(million yen, %)	Kojima (TSE 1st Section, code 7513)					Nippon BS Broadcasting (TSE 1st Section, code 9414) (Non-consolidated)				
	FY2020 3Q (Sep.2019 - May.2020)		FY2021 3Q (Sep.2020 - May.2021)			FY2020 3Q (Sep.2019 - May.2020)		FY2021 3Q (Sep.2020 - May.2021)		
	Amount	% to sales	Amount	% to sales	YoY	Amount	% to sales	Amount	% to sales	YoY
Net sales	202,603	100.0	224,929	100.0	111.0	8,067	100.0	8,349	100.0	103.5
Gross profit	55,281	27.3	64,198	28.5	116.1	4,125	51.1	4,453	53.3	108.0
SG&A expenses	51,820	25.6	57,443	25.5	110.9	2,457	30.5	2,450	29.4	99.7
Operating income	3,460	1.7	6,754	3.0	195.2	1,668	20.7	2,002	24.0	120.0
Non-operating income	287	0.1	221	0.1	77.2	7	0.1	70	0.8	935.5
Non-operating expenses	143	0.1	199	0.1	139.1	0	0.0	0	0.0	10.8
Ordinary income	3,604	1.8	6,776	3.0	188.0	1,675	20.8	2,073	24.8	123.8
Extraordinary income	0	0.0	0	0.0	72.5	-	-	-	-	-
Extraordinary losses	134	0.1	344	0.2	256.2	-	-	-	-	-
Profit before income taxes	3,470	1.7	6,432	2.9	185.4	1,675	20.8	2,073	24.8	123.8
Profit income	2,321	1.1	4,347	1.9	187.3	1,148	14.2	1,423	17.0	124.0

〈Consolidated〉 Balance Sheet

(million yen)	As of Aug 31, 2020	As of May 31, 2021	Increase / Decrease	As of May 31, 2020
Total current assets	273,809	274,495	686	258,577
Cash and deposits	117,211	106,189	(11,022)	77,870
Merchandise and finished goods	100,925	110,347	9,421	120,219
Total property, plant and equipment	90,374	88,094	(2,280)	91,983
Total Intangible assets	25,379	30,285	4,905	24,031
Total investments and other assets	82,510	80,178	(2,331)	80,048
Total non-current assets	198,265	198,558	293	196,063
Total assets	472,074	473,054	979	454,641
Total current liabilities	173,957	186,652	12,695	179,066
Interest bearing debt	54,514	81,842	27,327	73,895
Provision for point card certificates	13,159	12,739	(420)	12,635
Total non-current liabilities	128,326	107,347	(20,978)	110,173
Interest bearing debt	96,188	74,523	(21,664)	78,253
Total liabilities	302,283	294,000	(8,282)	289,240
Total net assets	169,791	179,053	9,262	165,400
Total liabilities and net assets	472,074	473,054	979	454,641

〈Consolidated〉 Sales by Product line

(million yen, %)	FY2020 3Q (Sep. 2019 – May. 2020)		FY2021 3Q (Sep. 2020 – May. 2021)		
	Amount	% to sales	Amount	% to sales	YoY
Audio visual products	99,312	16.0	97,753	15.4	98.4
Cameras	19,888	3.2	17,558	2.8	88.3
TVs	33,700	5.4	37,727	5.9	111.9
Audios	10,592	1.7	9,424	1.5	89.0
Home appliances	189,091	30.5	203,950	32.0	107.9
Refrigerators	28,722	4.6	30,683	4.8	106.8
Washing machines	28,207	4.5	31,423	4.9	111.4
Kitchen appliances	27,624	4.5	26,966	4.2	97.6
Seasonal home electronics	36,574	6.0	47,757	7.5	130.6
Personal care electronics	27,550	4.4	27,800	4.4	100.9
Information communications equipment Products	203,207	32.7	214,600	33.7	105.6
PCs	64,455	10.4	62,633	9.8	97.2
PC peripherals	21,698	3.5	24,283	3.8	111.9
Cellular phones	74,847	12.0	85,255	13.4	113.9
Other products	120,252	19.3	110,523	17.4	91.9
Video Games	30,729	4.9	36,334	5.7	118.2
Watches	12,657	2.0	8,573	1.3	67.7
Used PCs	7,441	1.2	7,614	1.2	102.3
Sporting goods	7,559	1.2	7,250	1.1	95.9
Toys	9,800	1.6	8,746	1.4	89.2
Glasses and Contact lenses	4,053	0.7	3,270	0.5	80.7
Liquors and Soft drinks	5,362	0.9	4,529	0.7	84.5
Medicine and Daily goods	11,672	1.9	6,591	1.1	56.5
Retail goods sales	611,864	98.5	626,828	98.5	102.4
BS digital broadcasting business	7,991	1.3	8,282	1.3	103.6
Other business	1,307	0.2	1,323	0.2	101.2
Total	621,163	100.0	636,434	100.0	102.5

Note) From FY2021 (Sep. 2020 – Aug. 2021) onwards, air purifiers are classified as seasonal home electronics, not as personal care electronics. This has been applied to the results for the previous fiscal year.

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 2021 based on the information available as of July 9 2021, and expressions for future prospects are not to be updated or changed to reflect future incidents and situations.

July, 2021

BicCamera Inc.

