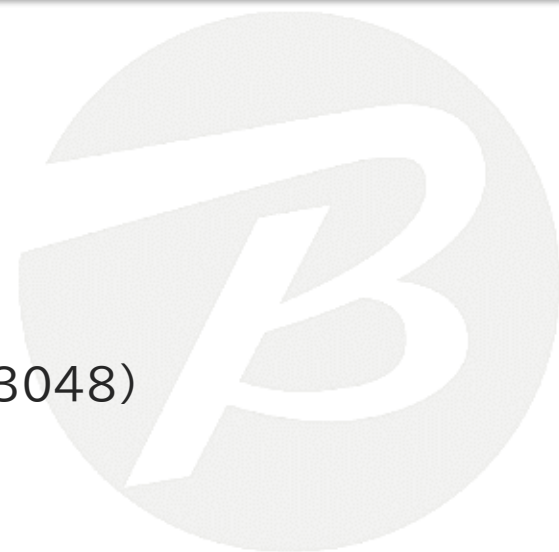


Financial Results for the Third Quarter of FY2023

(September 1, 2022 – May 31, 2023)



(Tokyo Stock Exchange, Prime Market:3048)



Financial Results Highlights

<Consolidated>

(million yen, %)	FY2022 3Q (Sep. 2021 – May. 2022)		FY2023 3Q (Sep. 2022 – May. 2023)		
	Results	% of sales	Results	% of sales	YoY
Net sales	596,509	–	612,485	–	102.7
Gross profit	159,512	26.7	161,852	26.4	101.5
SG&A expenses	144,236	24.2	150,949	24.6	104.7
Personnel expenses	53,997	9.1	58,414	9.5	108.2
Advertising expenses	3,881	0.7	4,404	0.7	113.5
Logistics expenses	13,829	2.3	12,005	2.0	86.8
Utilities expenses	3,345	0.6	4,226	0.7	126.3
Rent expenses	27,081	4.5	27,587	4.5	101.9
Depreciation	6,970	1.2	6,936	1.1	99.5
Other	35,130	5.9	37,376	6.1	106.4
Operating profit	15,276	2.6	10,902	1.8	71.4
Non-operating income	2,207	0.4	1,870	0.3	84.7
Non-operating expenses	385	0.1	375	0.1	97.5
Ordinary profit	17,098	2.9	12,397	2.0	72.5
Extraordinary income	226	0.0	89	0.0	39.8
Extraordinary losses	866	0.1	2,455	0.4	283.5
Profit before income taxes	16,458	2.8	10,032	1.6	61.0
Total income taxes	5,459	0.9	3,835	0.6	70.3
Profit attributable to non-controlling interests	2,838	0.5	1,579	0.3	55.6
Profit attributable to owners of parent	8,160	1.4	4,617	0.8	56.6

Note) Extraordinary losses: Loss on valuation of investment securities is 45 million yen in FY2022 and 1,889 million yen in FY2023. (increased 1,844 million yen from the same period of the previous year)

<Non-Consolidated> Financial Results Highlights

(million yen, %)	FY2022 3Q (Sep. 2021 – May. 2022)		FY2023 3Q (Sep. 2022 – May. 2023)		
	Results	% of sales	Results	% of sales	YoY
Net sales	306,722	–	320,645	–	104.5
Gross profit (Gross profit excluding wholesale sales and consideration of the provision of services)	73,278	23.9 25.4	76,274	23.8 25.2	104.1
SG&A expenses	72,772	23.7	75,991	23.7	104.4
Personnel expenses	23,490	7.7	24,472	7.6	104.2
Advertising expenses	1,875	0.6	2,059	0.6	109.8
Logistics expenses	9,042	2.9	9,001	2.8	99.5
Utilities expenses	1,640	0.5	2,090	0.7	127.4
Rent expenses	16,513	5.4	16,469	5.1	99.7
Depreciation	4,979	1.6	4,859	1.5	97.6
Other	15,230	5.0	17,038	5.3	111.9
Operating profit	506	0.2	282	0.1	55.9
Non-operating income	2,446	0.8	2,464	0.8	100.7
Non-operating expenses	198	0.1	137	0.0	69.4
Ordinary profit	2,754	0.9	2,610	0.8	94.7
Extraordinary income	1,444	0.5	–	–	–
Extraordinary losses	203	0.1	2,396	0.7	1,178.8
Profit before income taxes	3,995	1.3	213	0.1	5.3
Total income taxes	765	0.2	601	0.2	78.6
Profit income	3,230	1.1	(387)	(0.1)	–
Operating income excluding consideration for provision of services	270	0.1	220	0.1	81.5

Group companies①

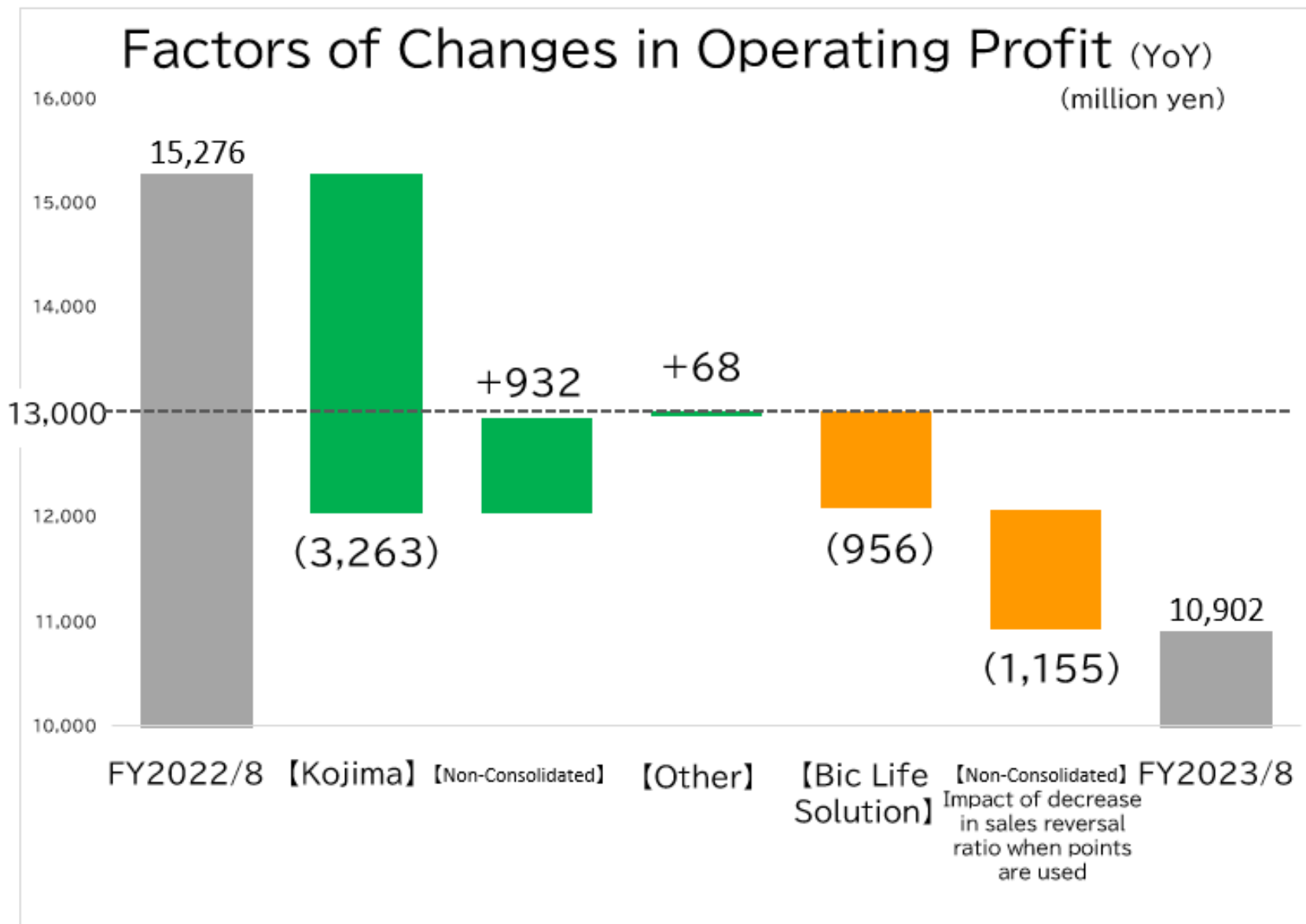
(million yen, %)	Kojima					Nippon BS Broadcasting (Non-Consolidated)				
	FY2022 3Q (Sep.2021 - May.2022)		FY2023 3Q (Sep.2022 - May.2023)			FY2022 3Q (Sep.2021 - May.2022)		FY2023 3Q (Sep.2022 - May.2023)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	209,238	—	201,452	—	96.3	8,653	—	8,617	—	99.6
Gross profit	56,153	26.8	53,054	26.3	94.5	4,541	52.5	4,201	48.8	92.5
SG&A expenses	49,642	23.7	49,807	24.7	100.3	2,554	29.5	2,539	29.5	99.4
Operating profit	6,511	3.1	3,247	1.6	49.9	1,987	23.0	1,661	19.3	83.6
Non-operating income	433	0.2	294	0.1	67.8	2	0.0	1	0.0	88.8
Non-operating expenses	124	0.1	76	0.0	61.4	0	0.0	0	0.0	27.8
Ordinary profit	6,820	3.3	3,464	1.7	50.8	1,989	23.0	1,663	19.3	83.6
Extraordinary income	226	0.1	65	0.0	28.8	—	—	—	—	—
Extraordinary losses	653	0.3	43	0.0	6.7	—	—	—	—	—
Profit before income taxes	6,392	3.1	3,485	1.7	54.5	1,989	23.0	1,663	19.3	83.6
Profit income	4,462	2.1	2,168	1.1	48.6	1,362	15.7	1,148	13.3	84.3

Group companies②

(million yen, %)	Sofmap (Non-Consolidated)					Ranet (Non-Consolidated)				
	FY2022 3Q (Sep.2021 - May.2022)		FY2023 3Q (Sep.2022 - May.2023)			FY2022 3Q (Sep.2021 - May.2022)		FY2023 3Q (Sep.2022 - May.2023)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	29,462	—	30,547	—	103.7	71,369	—	79,485	—	111.4
Gross profit	8,745	29.7	8,739	28.6	99.9	13,376	18.7	15,810	19.9	118.2
SG&A expenses	8,167	27.7	8,241	27.0	100.9	8,538	12.0	11,392	14.3	133.4
Operating profit	578	2.0	498	1.6	86.2	4,838	6.8	4,417	5.6	91.3
Non-operating income	29	0.1	317	1.0	1,080.2	104	0.1	45	0.1	43.9
Non-operating expenses	14	0.0	19	0.1	138.8	38	0.1	33	0.0	87.7
Ordinary profit	593	2.0	796	2.6	134.2	4,904	6.9	4,429	5.6	90.3
Extraordinary income	—	—	—	—	—	—	—	19	0.0	—
Extraordinary losses	0	0.0	0	0.0	79.1	46	0.1	10	0.0	22.6
Profit before income taxes	592	2.0	795	2.6	134.3	4,858	6.8	4,438	5.6	91.4
Profit income	442	1.5	1,450	4.7	328.0	3,272	4.6	2,975	3.7	90.9

[Bic Life Solution Inc.] - Operating loss for FY2023 3Q: 0.97 billion yen (decreased 0.95 billion yen from the same period of the previous year)

〈Consolidated〉 Operating profit



〈Consolidated〉 Balance Sheet

(million yen)	As of Aug 31, 2022	As of May 31, 2023	Amount of increase	As of May 31, 2022
Total current assets	252,258	263,592	11,333	256,534
Cash and deposits	91,081	75,868	(15,212)	88,596
Merchandise and finished goods	100,872	121,830	20,958	106,440
Total property, plant and equipment	87,030	88,265	1,235	87,803
Total Intangible assets	30,222	31,193	970	33,780
Total investments and other assets	86,954	86,676	(278)	86,677
Total non-current assets	204,207	206,135	1,928	208,261
Total assets	456,466	469,727	13,261	464,795
Total current liabilities	197,781	220,521	22,739	200,233
Interest bearing debt	88,565	109,254	20,689	88,674
Total non-current liabilities	89,551	73,846	(15,705)	93,311
Interest bearing debt	44,932	28,807	(16,125)	50,595
Total liabilities	287,332	294,367	7,034	293,544
Total net assets	169,133	175,360	6,226	171,251
Total liabilities and net assets	456,466	469,727	13,261	464,795

<Consolidated> Sales by Product line

(million yen, %)	FY2022 3Q (Sep. 2021 - May. 2022)		FY2023 3Q (Sep. 2022 - May. 2023)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	89,606	15.0	85,884	14.0	95.8
Cameras	17,533	2.9	19,357	3.2	110.4
TVs	33,722	5.7	29,009	4.7	86.0
Audios	8,140	1.4	8,188	1.3	100.6
Home appliances	189,502	31.8	185,377	30.3	97.8
Refrigerators	29,929	5.0	27,657	4.5	92.4
Washing machines	31,214	5.2	31,826	5.2	102.0
Kitchen appliances	25,591	4.3	24,410	4.0	95.4
Seasonal home electronics	37,928	6.4	35,118	5.7	92.6
Personal care electronics	29,383	4.9	32,433	5.3	110.4
Information communications equipment Products	205,115	34.4	202,015	33.0	98.5
PCs	51,993	8.7	48,911	8.0	94.1
PC peripherals	23,649	4.0	21,839	3.6	92.3
Cellular phones	91,848	15.4	95,912	15.6	104.4
Other products	102,376	17.2	129,432	21.1	126.4
Video Games	28,421	4.8	37,453	6.1	131.8
Watches	7,625	1.3	8,758	1.4	114.9
Used PCs, Used Smart phones	10,993	1.8	21,185	3.4	192.7
Sporting goods	7,132	1.2	7,913	1.3	110.9
Toys	9,030	1.5	10,875	1.8	120.4
Glasses and Contact lenses	3,263	0.5	3,444	0.6	105.5
Liquors and Soft drinks	4,148	0.7	4,706	0.8	113.4
Medicine and Daily goods	6,394	1.1	8,536	1.4	133.5
Retail goods sales	586,600	98.4	602,709	98.4	102.7
BS digital broadcasting business	8,605	1.4	8,548	1.4	99.3
Other business	1,303	0.2	1,227	0.2	94.2
Total	596,509	100.0	612,485	100.0	102.7

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 11 2023 based on the information available as of July 11 2023, and expressions for future prospects are not to be updated or changed to reflect future incidents and situations.

July, 2023
BicCamera Inc.

