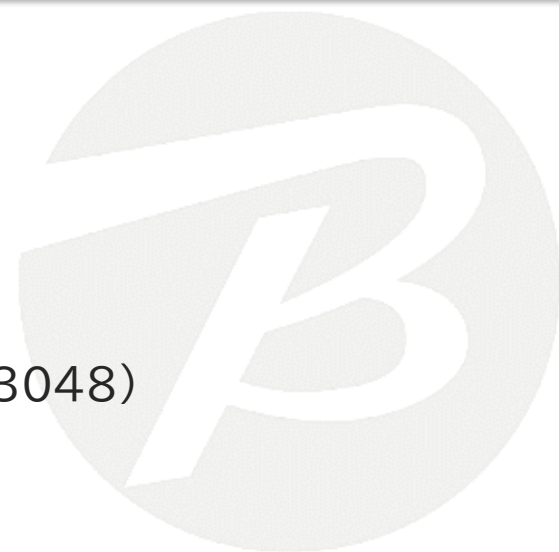


Financial Results for the First Quarter of FY2024

(September 1, 2023 – November 30, 2023)



(Tokyo Stock Exchange, Prime Market:3048)



Financial Results Highlights

〈Consolidated〉

(million yen, %)	FY2023 1Q (Sep. 2022 – Nov. 2022)		FY2024 1Q (Sep. 2023 – Nov. 2023)		
	Results	% of sales	Results	% of sales	YoY
Net sales	192,160	–	210,491	–	109.5
Gross profit	51,261	26.7	54,313	25.8	106.0
SG&A expenses	49,761	25.9	51,766	24.6	104.0
Personnel expenses	19,057	9.9	21,276	10.1	111.6
Advertising expenses	1,512	0.8	1,263	0.6	83.5
Logistics expenses	3,785	2.0	3,646	1.7	96.3
Utilities	1,533	0.8	1,303	0.6	85.0
Rent expenses	9,127	4.8	9,268	4.4	101.5
Depreciation	2,206	1.1	2,311	1.1	104.7
Other	12,537	6.5	12,696	6.0	101.3
Operating profit	1,499	0.8	2,546	1.2	169.8
Non-operating income	599	0.3	647	0.3	108.0
Non-operating expenses	146	0.1	116	0.1	80.0
Ordinary profit	1,953	1.0	3,077	1.5	157.6
Extraordinary income	4	0.0	8	0.0	170.7
Extraordinary losses	24	0.0	661	0.3	–
Profit before income taxes	1,933	1.0	2,424	1.2	125.4
Total income taxes	927	0.5	892	0.4	96.3
Profit attributable to non-controlling interests	360	0.2	219	0.1	60.9
Profit attributable to owners of parent	645	0.3	1,312	0.6	203.3

Note: In cases where the year-on-year change is more than 1,000%, the notation "–" is used.

<Non-Consolidated> Financial Results Highlights

(million yen, %)	FY2023 1Q (Sep. 2022 – Nov. 2022)		FY2024 1Q (Sep. 2023 – Nov. 2023)		
	Results	% of sales	Results	% of sales	YoY
Net sales	99,845	–	103,987	–	104.1
Gross profit (Gross profit excluding wholesale sales)	23,597	23.6 25.0	24,708	23.8 24.9	104.7
SG&A expenses	24,809	24.8	24,574	23.6	99.1
Personnel expenses	8,132	8.1	8,230	7.9	101.2
Advertising expenses	662	0.7	724	0.7	109.4
Logistics expenses	2,847	2.9	2,803	2.7	98.5
Utilities	759	0.8	622	0.6	81.9
Rent expenses	5,464	5.5	5,294	5.1	96.9
Depreciation	1,541	1.5	1,566	1.5	101.6
Other	5,401	5.4	5,332	5.1	98.7
Operating profit	(1,212)	(1.2)	133	0.1	–
Non-operating income	1,335	1.3	3,462	3.3	259.3
Non-operating expenses	49	0.0	48	0.0	99.3
Ordinary profit	74	0.1	3,547	3.4	–
Extraordinary income	–	–	35	0.0	–
Extraordinary losses	5	0.0	933	0.9	–
Profit before income taxes	68	0.1	2,649	2.5	–
Total income taxes	Δ175	Δ0.2	Δ11	Δ0.0	–
Profit income	244	0.2	2,661	2.6	–

Note: In cases where the year-on-year change is more than 1,000%, the notation "–" is used.

Group companies①

(million yen, %)	Kojima					Nippon BS Broadcasting (Non-Consolidated)				
	FY2023 1Q (Sep.2022 - Nov.2022)		FY2024 1Q (Sep.2023 - Nov.2023)			FY2023 1Q (Sep.2022 - Nov.2022)		FY2024 1Q (Sep.2023 - Nov.2023)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	63,632	—	59,992	—	94.3	2,875	—	2,801	—	97.4
Gross profit	16,933	26.6	16,371	27.3	96.7	1,473	51.3	1,260	45.0	85.5
SG&A expenses	16,574	26.0	16,161	26.9	97.5	832	29.0	840	30.0	101.0
Operating profit	359	0.6	210	0.4	58.5	641	22.3	419	15.0	65.4
Non-operating income	91	0.1	78	0.1	85.9	0	0.0	1	0.1	772.1
Non-operating expenses	22	0.0	26	0.0	115.5	0	0.0	—	—	—
Ordinary profit	427	0.7	262	0.4	61.3	641	22.3	421	15.0	65.7
Extraordinary income	—	—	—	—	—	—	—	—	—	—
Extraordinary losses	17	0.0	22	0.0	127.8	—	—	—	—	—
Profit before income taxes	410	0.6	240	0.4	58.5	641	22.3	421	15.0	65.7
Profit income	337	0.5	185	0.3	55.0	442	15.4	290	10.4	65.6

Group companies②

(million yen, %)	Sofmap					Ranet					TDmobile	
	FY2023 1Q		FY2024 1Q			FY2023 1Q		FY2024 1Q			FY2024 1Q	
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY	Results	% of sales
Net sales	9,772	—	10,142	—	103.8	28,601	—	33,027	—	115.5	14,916	—
Gross profit	2,872	29.4	2,808	27.7	97.8	5,343	18.7	5,395	16.3	101.0	2,697	18.1
SG&A expenses	2,703	27.7	2,747	27.1	101.6	3,813	13.3	4,135	12.5	108.5	2,239	15.0
Operating profit	169	1.7	60	0.6	35.7	1,530	5.4	1,259	3.8	82.2	457	3.1
Non-operating income	309	3.2	242	2.4	78.5	6	0.0	33	0.1	504.8	6	0.0
Non-operating expenses	6	0.1	8	0.1	131.1	9	0.0	24	0.1	266.7	20	0.1
Ordinary profit	471	4.8	294	2.9	62.4	1,528	5.3	1,268	3.8	83.0	443	3.0
Extraordinary income	—	—	—	—	—	—	—	—	—	—	2	0.0
Extraordinary losses	—	—	—	—	—	0	0.0	81	0.2	—	1	0.0
Profit before income taxes	471	4.8	294	2.9	62.4	1,527	5.3	1,186	3.6	77.7	444	3.0
Profit income	325	3.3	258	2.5	79.3	1,016	3.6	774	2.3	76.2	297	2.0

【Bic Life Solution Inc.】

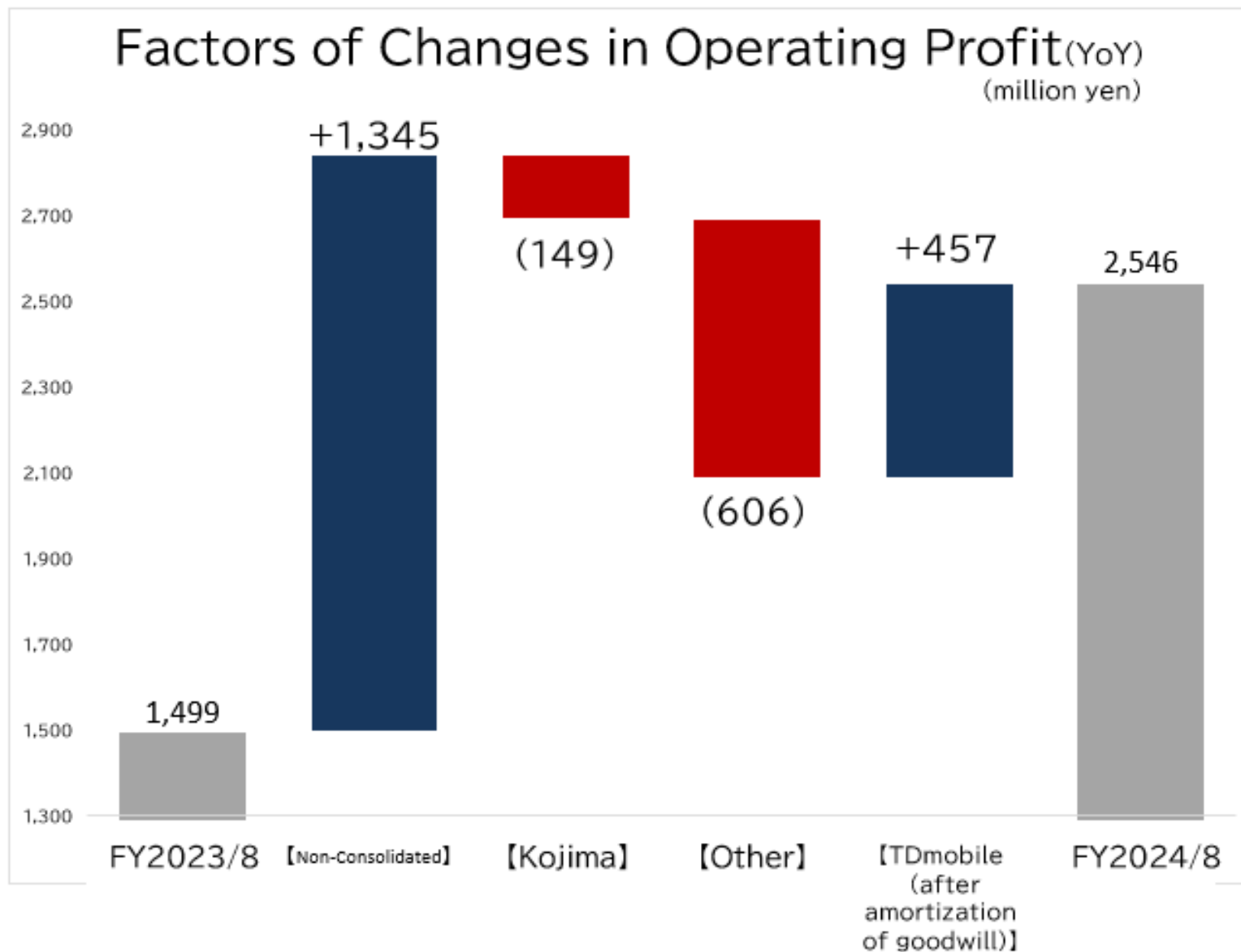
Operating loss for FY2024 1Q:0.40 billion yen (decreased 0.07 billion yen from the previous year)

Note: TDmobile's operating profit and ordinary profit for FY2024/8 are projected after amortization of goodwill (95 million yen).

Note: In cases where the year-on-year change is more than 1,000%, the notation "-" is used.

Operating profit

〈Consolidated〉



〈Consolidated〉 Balance Sheet

(million yen)	As of Aug 31, 2023	As of Nov 30, 2023	Amount of increase	As of Nov 30, 2022
Total current assets	247,245	284,475	37,230	275,346
Cash and deposits	75,135	70,956	(4,178)	82,756
Merchandise and finished goods	105,260	127,156	21,896	123,626
Total property, plant and equipment	83,104	83,866	762	88,474
Total Intangible assets	31,990	40,425	8,435	30,273
Total investments and other assets	87,500	92,510	5,010	85,345
Total non-current assets	202,595	216,803	14,208	204,094
Total assets	449,840	501,279	51,438	479,440
Total current liabilities	204,862	259,409	54,546	227,878
Interest bearing debt	98,852	121,064	22,212	101,001
Total non-current liabilities	68,593	65,961	(2,632)	83,662
Interest bearing debt	24,712	20,887	(3,825)	39,369
Total liabilities	273,456	325,370	51,914	311,540
Total net assets	176,383	175,908	(475)	167,899
Total liabilities and net assets	449,840	501,279	51,438	479,440

<Consolidated> Sales by Product line

(million yen, %)	FY2023 1Q (Sep. 2022 - Nov. 2022)		FY2024 1Q (Sep. 2023 - Nov. 2023)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	27,906	14.5	27,363	13.0	98.1
Cameras	6,229	3.2	7,157	3.4	114.9
TVs	9,585	5.0	8,074	3.8	84.2
Audios	2,472	1.3	2,352	1.1	95.2
Home appliances	57,156	29.7	56,191	26.7	98.3
Refrigerators	9,104	4.7	8,623	4.1	94.7
Washing machines	9,491	4.9	8,824	4.2	93.0
Kitchen appliances	7,163	3.7	7,260	3.4	101.4
Seasonal home electronics	10,581	5.5	10,228	4.9	96.7
Personal care electronics	9,944	5.2	11,200	5.3	112.6
Information communications equipment Products	63,189	32.9	76,800	36.5	121.5
PCs	13,655	7.1	11,278	5.4	82.6
PC peripherals	6,745	3.5	5,802	2.7	86.0
Cellular phones	31,895	16.6	47,380	22.5	148.5
Other products	40,643	21.2	46,949	22.3	115.5
Video Games	12,755	6.6	10,812	5.1	84.8
Watches	2,702	1.4	3,339	1.6	123.5
Used PCs, Used Smartphone	6,702	3.5	7,293	3.5	108.8
Sporting goods	2,504	1.3	2,534	1.2	101.2
Toys	2,874	1.5	3,481	1.6	121.1
Glasses and Contact lenses	1,113	0.6	1,226	0.6	110.2
Liquors and Soft drinks	1,358	0.7	1,818	0.9	133.9
Medicine and Daily goods	2,415	1.3	3,418	1.6	141.5
Retail goods sales	188,894	98.3	207,305	98.5	109.7
BS digital broadcasting business	2,853	1.5	2,787	1.3	97.7
Other business	412	0.2	398	0.2	96.8
Total	192,160	100.0	210,491	100.0	109.5

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 January 12 2024 based on the information available as of January 12 2024, and expressions for future prospects are not to be updated or changed to reflect future incidents and situations.

January, 2024
BicCamera Inc.

