

BOOKOFF

GROUP HOLDINGS

BOOKOFF GROUP HOLDINGS LIMITED
(TSE First Section: 9278)

Financial Results
Presentation Materials
for the First Half of the Fiscal Year Ending May 2021
(1H FY5/2021)

November 18, 2020

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Topics



- First half sales and earnings decreased because of temporary store closings in the first quarter
- A big increase in earnings in the second quarter because of demand associated with people staying home for safety
- No change in the FY5/2021 forecast based on the current volume of reuse purchasing
- No change in the medium-term management policy, but reexamining plans for new stores and priority categories to reflect current issues and expected consumer behavior after the end of the COVID-19 crisis

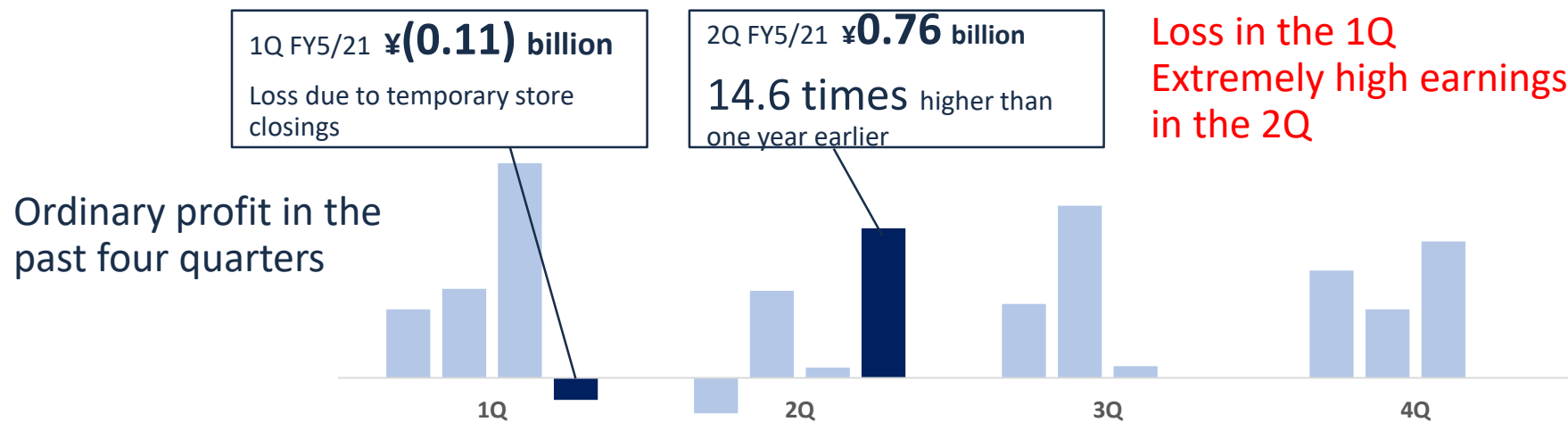
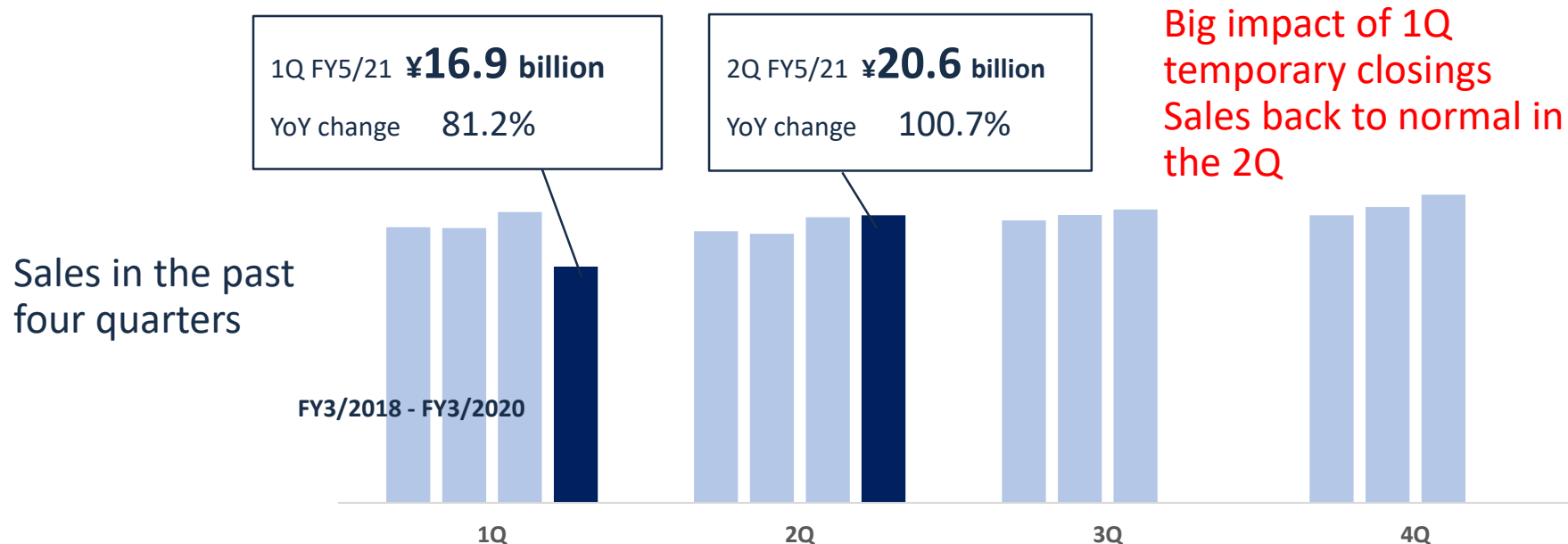
1H FY5/2021 Overview of Consolidated Financial Results

Statement of Income

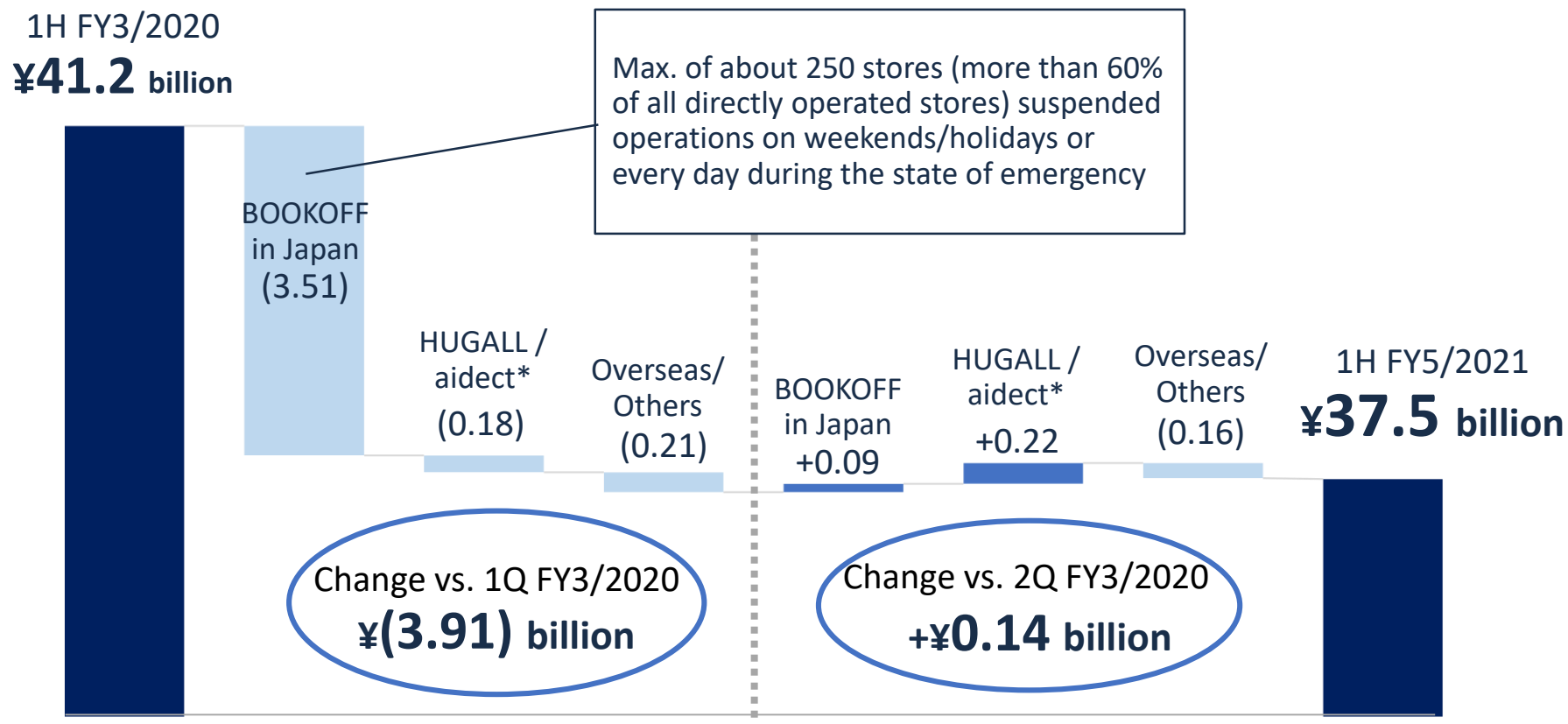
| (Million yen) | 1H FY5/2021 | 1H FY3/2020 | YoY change (Amount) | YoY change (Ratio) |
|--|---------------|-------------|------------------------|-----------------------|
| Net sales | 37,522 | 41,289 | -3,767 | 90.9% |
| Gross profit | 23,272 | 25,322 | -2,050 | 91.9% |
| SG&A expenses | 22,754 | 24,441 | -1,687 | 93.1% |
| Operating profit | 517 | 881 | -363 | 58.8% |
| Ordinary profit | 650 | 1,144 | -494 | 56.8% |
| Profit (loss) attributable to owners of parent | (284) | 557 | -842 | - |

- ✓ First half sales and earnings decreased because of temporary store closings in the first quarter
- ✓ Loss attributable to owners of parent was the result of an extraordinary loss of ¥816 million mainly for rent, depreciation and other fixed expenses at directly operated stores in Japan and other countries that were temporarily closed due to COVID-19

Quarterly Performance



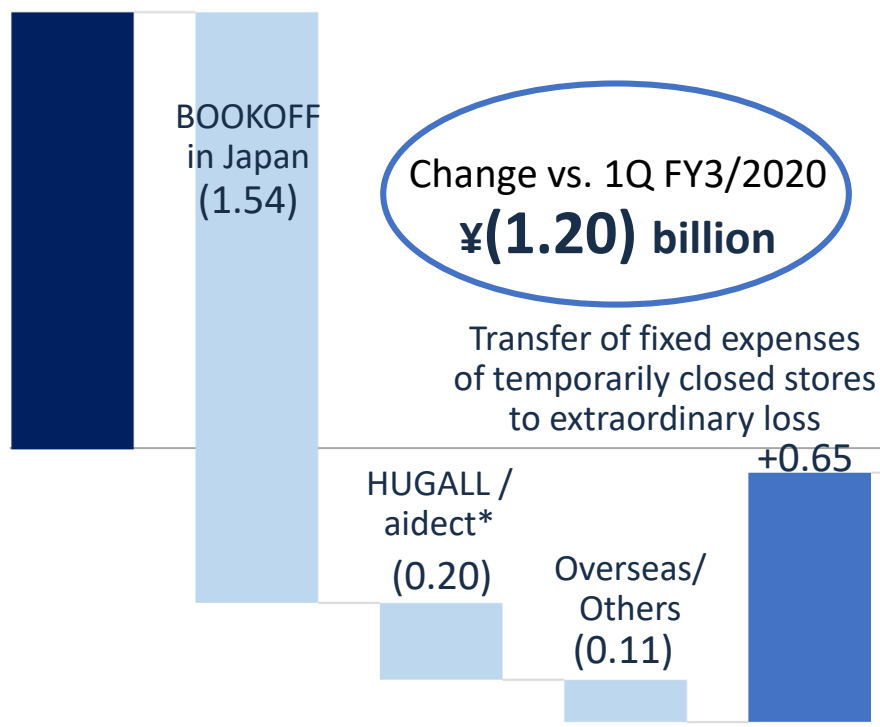
YoY Change in Net Sales



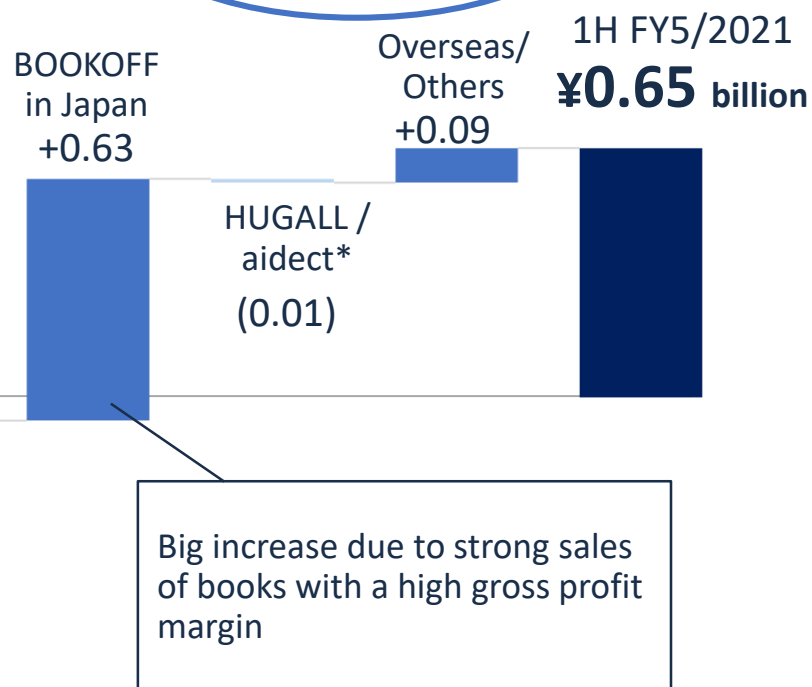
*aidect (Jewelry Asset Managers Inc.) was consolidated in 3Q FY3/2020

YoY Change in Ordinary Profit

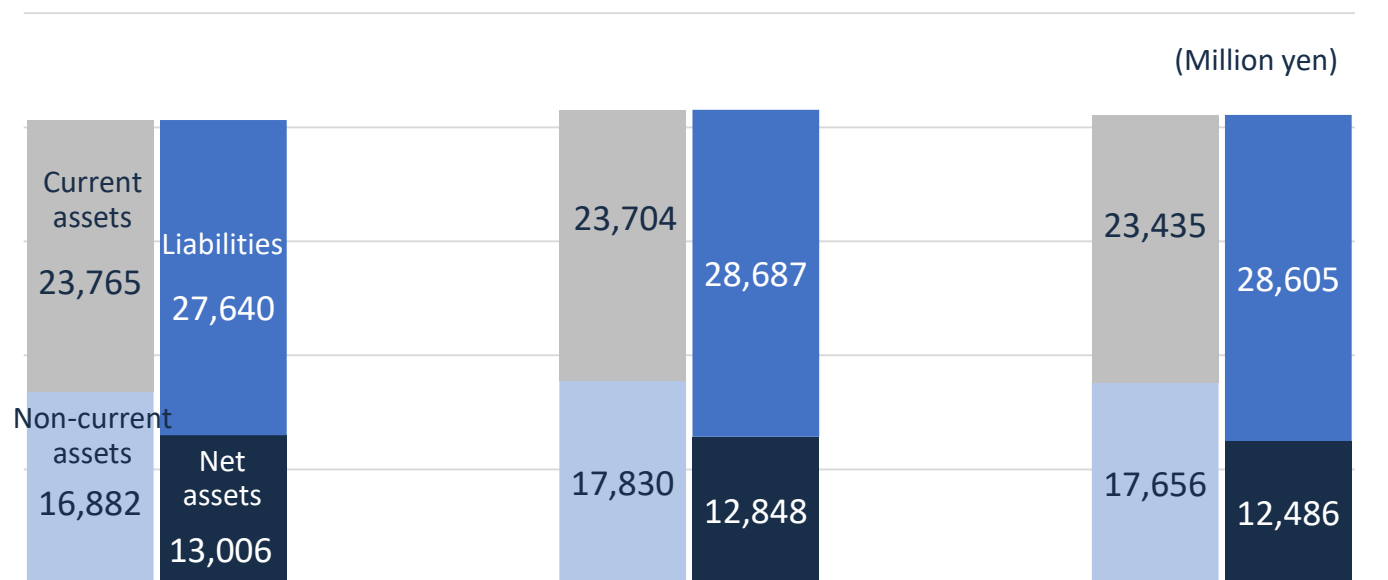
1H FY3/2020
¥1.14 billion



Change vs. 2Q FY3/2020
+¥0.70 billion



Balance Sheet



As of Mar. 31, 2019

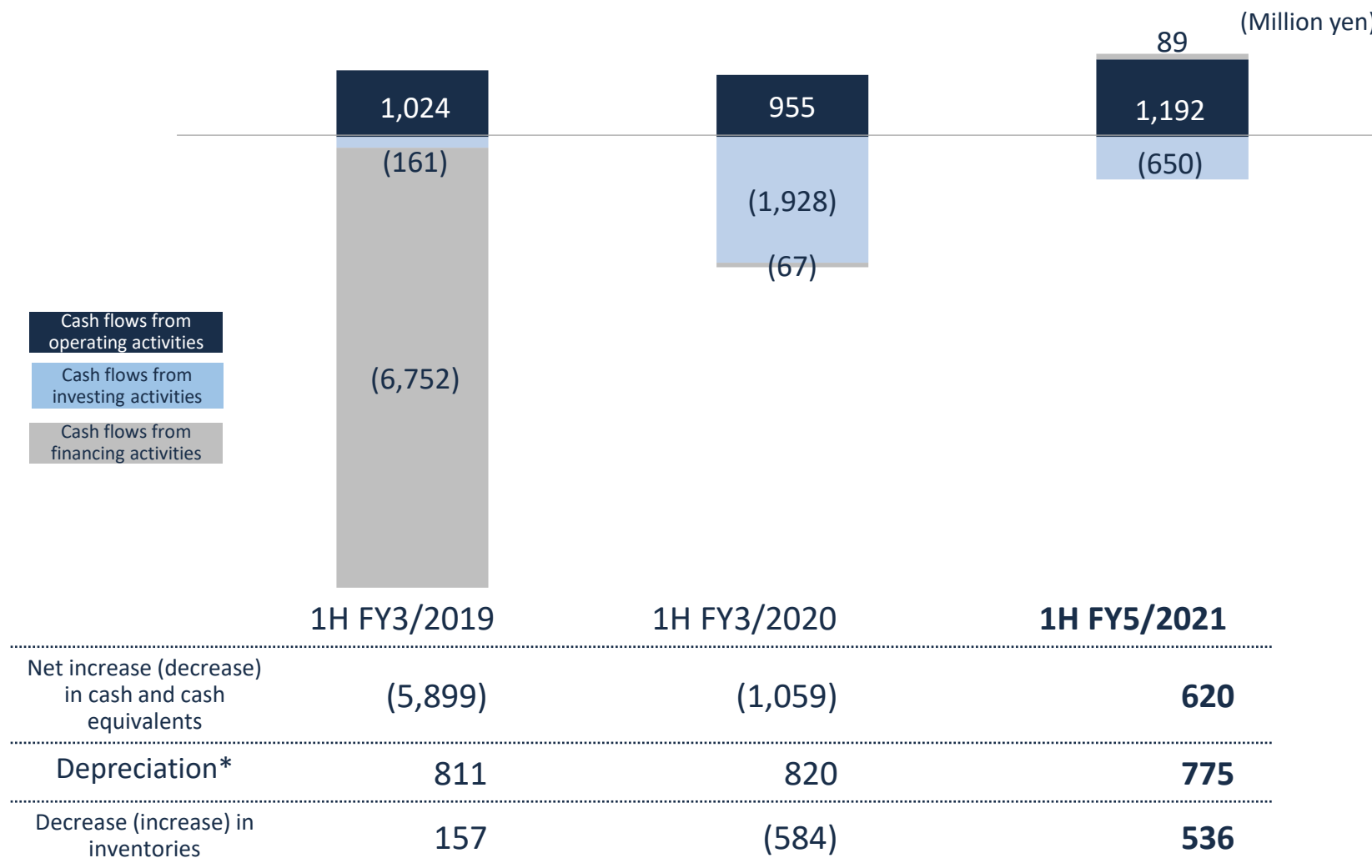
As of Mar. 31, 2020

As of Sep. 30, 2020

| | | | |
|-----------------------|--------|--------|--------|
| Total assets | 40,647 | 41,535 | 41,103 |
| Cash and deposits | 6,142 | 6,094 | 6,715 |
| Interest-bearing debt | 17,535 | 17,920 | 18,332 |
| Equity ratio | 31.6% | 30.7% | 30.2% |

- ✓ Temporarily increased debt to prepare for temporary store closings and other events; financial balance returned to almost normal as of September 30, 2020
- ✓ Retaining credit lines with financial institutions to be prepared for the possibility of another increase in COVID-19 infections

Statement of Cash Flows



*Including amortization of goodwill

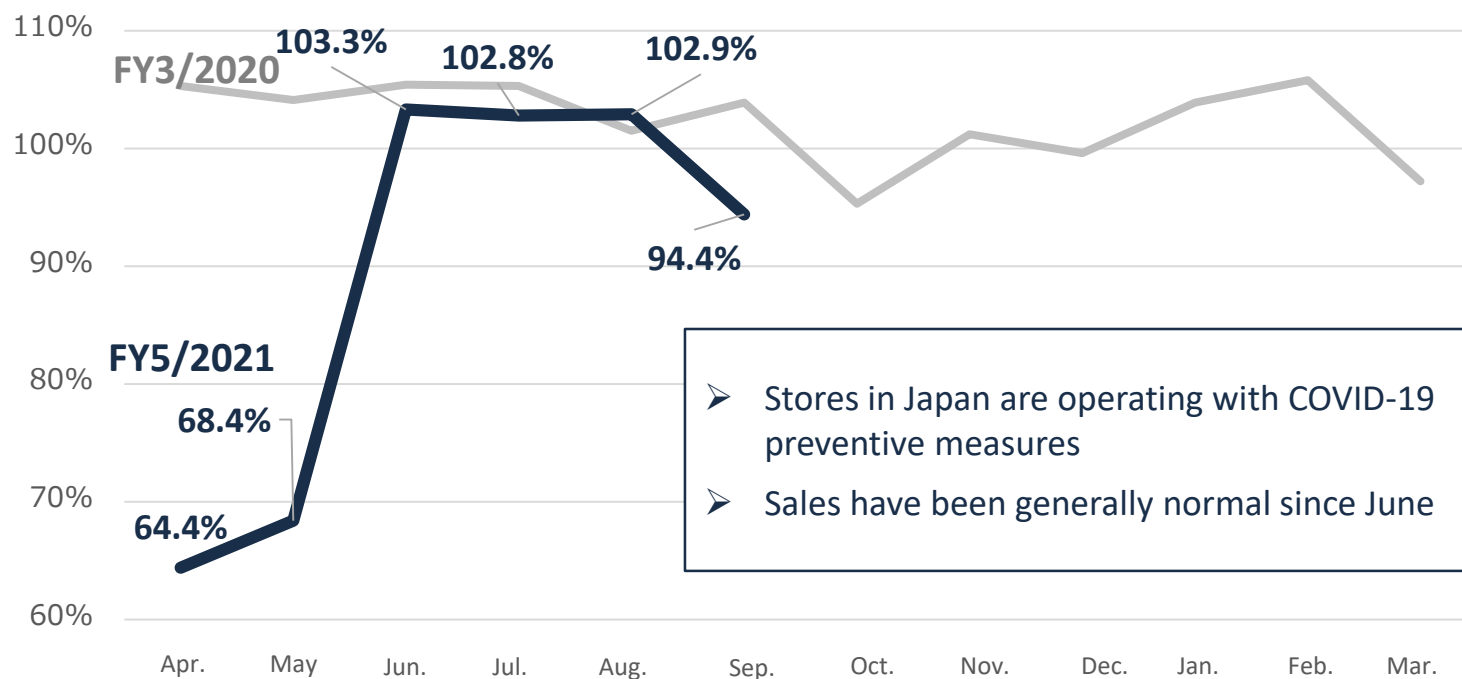
- ✓ Operating cash flows increased from one year earlier mainly because of the big increase in second quarter earnings
- ✓ Cash used in investing activities decreased because of a reduction in new store openings

Highlights of 1H FY5/2021 and Sales and Earnings Forecast

Monthly Sales of Directly Operated Stores in Japan



YoY change in monthly sales (Existing stores)



- ✓ A big downturn in April-May existing store sales because a max. of about 250 stores (more than 60% of all directly operated stores) suspended operations on weekends/holidays or every day during the state of emergency
- ✓ June-August sales were higher than one year earlier backed by demand associated with people staying home for safety
- ✓ September sales decreased because of the rush to make purchases in Sep. 2019 prior to the consumption tax hike

Product Category Sales of Directly Operated Stores in Japan



YoY change in quarterly sales by product category (Existing Stores)

| Categories | 1Q | 2Q | 1H | % to total sales |
|---|--------------|---------------|--------------|------------------|
| Books | 84.9% | 106.7% | 95.5% | 35.6% |
| Software media (CDs, DVDs and games) | 89.4% | 95.1% | 92.3% | 30.5% |
| Apparel | 48.3% | 82.3% | 63.9% | 8.6% |
| Precious metals/watches/ high-end brand bags | 64.6% | 102.8% | 84.7% | 7.7% |
| Trading cards/hobby goods | 74.0% | 108.2% | 91.5% | 7.0% |
| Home appliances/mobile phones | 73.1% | 89.2% | 81.3% | 4.6% |
| Sporting and outdoor goods | 67.3% | 115.9% | 91.1% | 2.8% |
| Others | 85.7% | 123.5% | 105.1% | 3.2% |
| Total | 78.2% | 100.1% | 89.0% | 100.0% |

- ✓ After store operations returned to normal, there were strong sales of books with a high gross profit margin due to demand associated with people staying home for safety and a big increase in sales of sporting and outdoor goods
- ✓ The recovery in apparel sales has been slow in part because people need to stay home for safety

Product Category Purchases of Directly Operated Stores in Japan



YoY change in quarterly purchases by product category (Existing Stores)

| Categories | 1Q | 2Q | 1H | % to total purchases |
|---|--------------|--------------|--------------|----------------------|
| Books | 75.3% | 96.4% | 85.4% | 24.8% |
| Software media (CDs, DVDs and games) | 65.3% | 96.7% | 80.7% | 37.6% |
| Apparel | 38.0% | 79.8% | 57.8% | 7.0% |
| Precious metals/watches/ high-end brand bags | 52.2% | 98.4% | 76.0% | 12.9% |
| Trading cards/hobby goods | 55.4% | 108.5% | 82.5% | 8.8% |
| Home appliances/mobile phones | 45.3% | 86.0% | 64.0% | 5.0% |
| Sporting and outdoor goods | 48.8% | 98.6% | 71.9% | 2.8% |
| Others | 46.5% | 90.8% | 66.5% | 1.1% |
| Total | 60.5% | 95.7% | 77.7% | 100.0% |

- ✓ Large volume of purchases of trading cards and hobby goods
- ✓ Purchasing volume is currently recovering although this will not immediately contribute to a recovery in sales

New Stores

6 new stores in
1H FY3/2020
(including 2 BSB stores)

➔

1 new store in
1H FY5/2021



BOOKOFF SUPER BAZAAR
1-Gou Kyoto fushimi Store
Opened on May 11

Only one store opened in
1H FY5/2021

Renovations at existing stores

36 stores
renovated in
1H FY3/2020

➔

19 stores
renovated in
1H FY5/2021



BOOKOFF PLUS
Nagoya Shinnakajima
Frante Store
Expanded
tableware/misc.
product sales area



BOOKOFF PLUS
MINANO Bubaigawara Store
Added hobby merchandise

Temporarily reduced the budget
for store renovations

“One BOOKOFF” Progress



BOOK-OFF Online

ヤフオク! YAHUOKU!



Cashless purchasing
started at **664** stores

More than **2 million**
official smartphone app
members

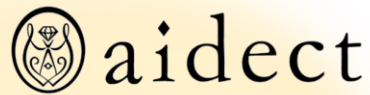
Internet BOOKOFF sales*
1H FY5/2021 vs. Prior year
112%

Growth of “One BOOKOFF” to meet the increasing need to
avoid face-to-face contact and shorten time spent in stores

* Total of BOOKOFF Online sales, YAHUOKU! sales of directly operated BOOKOFF auction stores, directly operated store sales using BOOKOFF Online, and directly operated store sales using the store pick-up service

Effects of COVID-19 on Other Activities

HUGALL / aitect



HUGALL Daimaru Kyoto store opened in May 2020

HUGALL Senboku Takashimaya store opened in September 2020

All locations temporarily closed but are now operating normally. Customers are slowly returning to large stores and shopping centers where these stores are located.

No change in plans for rapid growth.

Overseas Business



The 6th Jalan Jalan Japan store opened in November 2020

No change in the plan to continue growing in Malaysia. Expect a certain level of negative effect of COVID-19 because of the current temporary lockdown and other reasons.

Our Commitment to the Sustainable Development Goals



■ Participation in experiment for solving the empty house problem

BOOKOFF, Akiya Consulting, Hamaya and the Japan Reuse, Recycling and Collection Association made an agreement with the town of Minamichita, Aichi Prefecture under joint signature and participated in an experiment for the reuse of furniture and other items in houses that have been abandoned in Minamichita town in order to facilitate the sale or removal of these houses.



■ Sale of Chance Flowers (sub-standard flowers)

BOOKOFF and hanane, a company that sells flowers and holds events, are working together for the sale at BOOKOFF stores of Chance Flowers, which are sub-standard flowers that would normally be discarded.



■ B-Assist celebrates its tenth anniversary

B-Assist, Inc., a special subsidiary of BOOKOFF that provides jobs for people with disabilities, reached its tenth anniversary on October 15, 2020. Japan's Act on Employment Promotion, etc. of Persons with Disabilities requires these individuals to be 2.2% of the workforces of private-sector companies. At the BOOKOFF Group, this ratio was 4.33% as of June 1, 2020.



■ Participation in Parent-Child Sustainable Summer School 2020

This summer school is a free online event operated by GaiaX Co., Ltd., a company that provides the TABICA C-to-C reservation service for memorable experiences. A BOOKOFF director led a class during this summer school.

Trends Revealed by the COVID-19 Pandemic



- ◆ Demand is consistently strong for books, BOOKOFF's main product category
- ◆ There is a need to use technology for avoiding face-to-face contact and reducing time customers spend in stores
- ◆ The short-term issue at BOOKOFF in FY5/2021 is the need for actions to maintain a sufficient volume of purchases

Trends Revealed by the COVID-19 Pandemic

FY5/2021 Issue

Maintain a
**sufficient volume
of purchases** prior
to the peak New
Year holiday period

More promotions to increase
purchases

Medium to long-term Issue

More “One BOOKOFF”
activities starting in
FY5/2022

Continue to increase the number
of app members

FY5/2021 Initiatives for Increasing Purchases



New TV commercials
(now on the air)



Notices and coupons
for app members



Campaigns for specific regions and product categories (examples)

FY5/2021 Sales and Earnings Forecast

■ Forecast for the first 12 months (four quarters) of FY5/2021

| (Million yen) | FY5/2021 Forecast | FY3/2020 Results | YoY change (Amount)* | YoY change (Ratio)* |
|--|----------------------|---------------------|-------------------------|------------------------|
| Net sales | 81,000 | 84,389 | -3,389 | 96.0% |
| Operating profit | 1,000 | 1,428 | -428 | 70.0% |
| Ordinary profit | 1,300 | 1,898 | -598 | 68.5% |
| Profit attributable to owners of parent | 0 | 240 | -240 | - |

■ Forecast for FY5/2021

| | | | | |
|--|---------------|---|---|---|
| Net sales | 96,000 | - | - | - |
| Operating profit | 1,300 | - | - | - |
| Ordinary profit | 1,650 | - | - | - |
| Profit attributable to owners of parent | 200 | - | - | - |

No prior-year comparisons are shown for the FY5/2021 forecast because this is a transitional fiscal period due to the change in the fiscal year end to May 31. A 12-month forecast is shown to enable comparisons with the previous fiscal year.

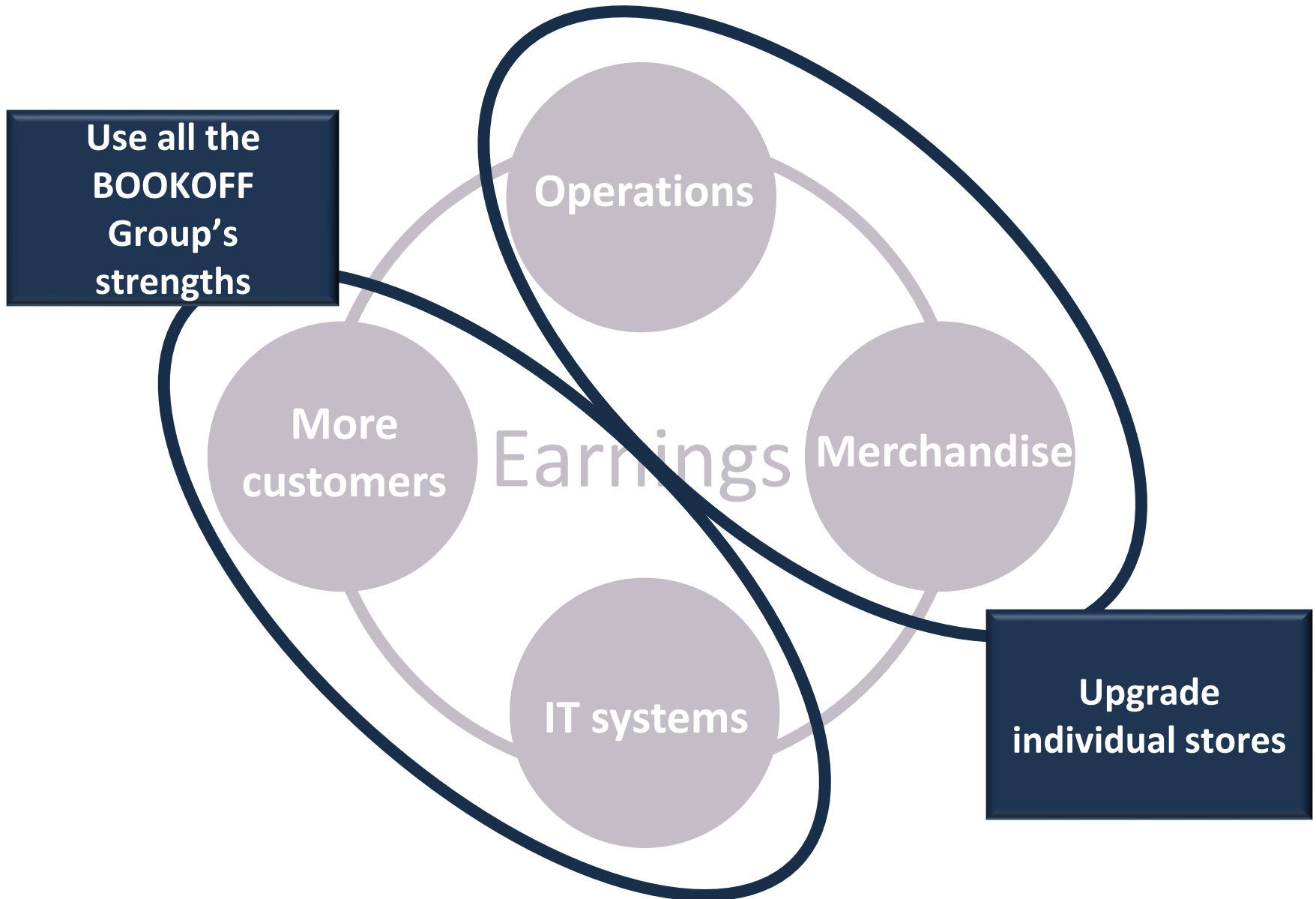
Assumptions for FY5/2021 Forecast



- A big increase in second quarter earnings, but no change in the fiscal year forecast because of the current volume of reuse item purchases
- Apparel sales have been slow but sales are strong in the books and trading cards/hobby goods categories. Expect sales from October 2020 to March 2021 to be about the same as one year earlier.
- No new BOOKOFF SUPER BAZAAR stores are planned. Renovations of existing stores will continue at an appropriate level.
- Plan a large volume of promotions prior to the peak New Year period in order to purchase a sufficient amount of reuse items
- No change in the dividend forecast (year-end dividend of ¥6 per share)

Status of Business Strategies Based on the Current Business Climate

Current Business Policy and Roles



Product Category Sales of Directly Operated Stores in Japan



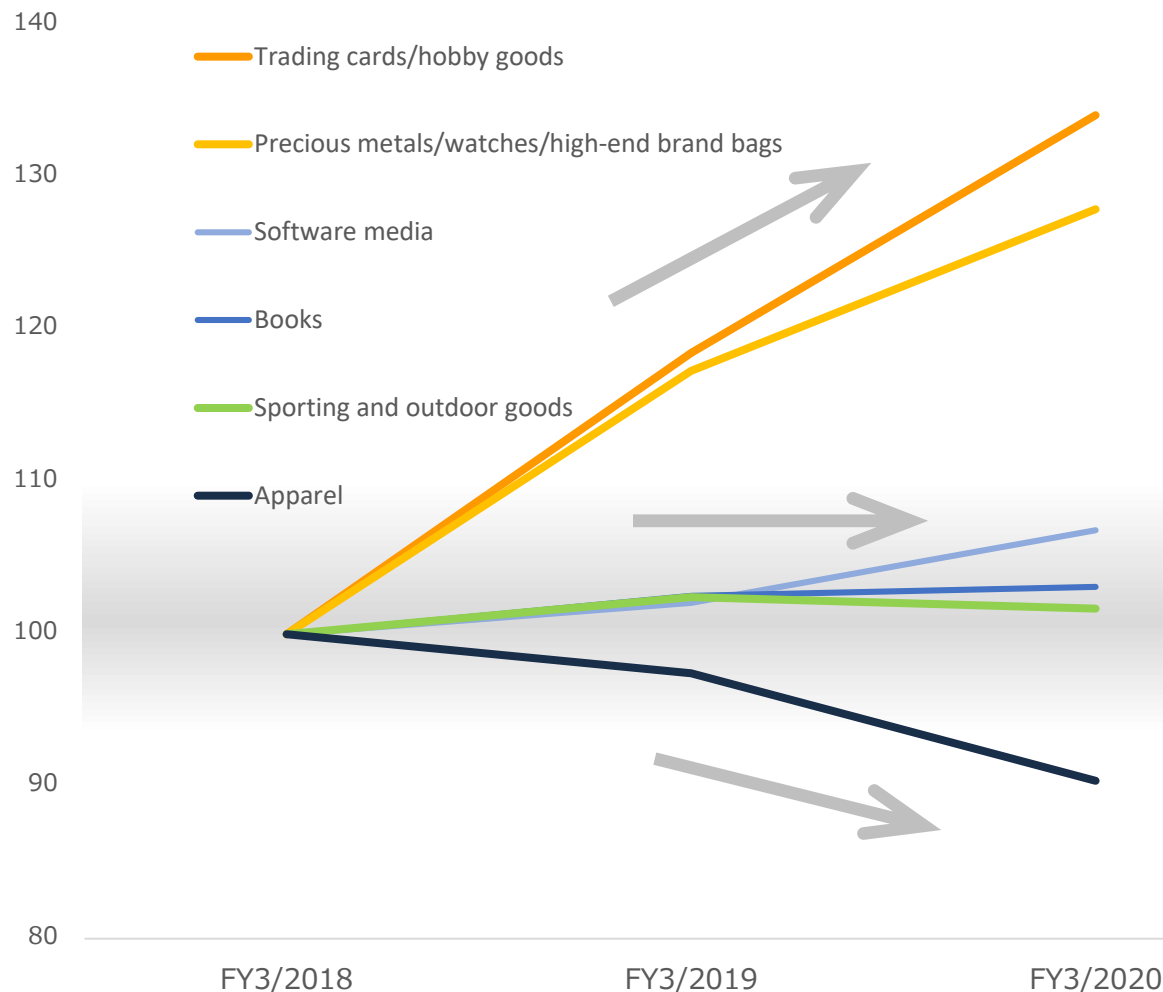
YoY change in quarterly sales by product category (Existing stores)

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| Sporting and outdoor goods | 67.3% | 115.9% | 91.1% | 2.8% |
| Others | 85.7% | 123.5% | 105.1% | 3.2% |
| Total | 78.2% | 100.1% | 89.0% | 100.0% |

Consistently strong sales of books, trading cards/hobby goods, and precious metals/watches/high-end brand bags. Sales of sporting and outdoor goods are also increasing currently as people avoid close contact and crowds. Apparel sales are expected to remain weak due partly to challenging market conditions.

Product Category Sales of Directly Operated Stores in Japan

Product category sales
(Index with FY3/2018 sales as 100*)



Trading cards/hobby goods,
Precious metals/watches/high-end
brand bags
**Continuing to focus on these
categories**

Books, Software media
**Solid earnings due to firm
demand for these products**

Sporting and outdoor goods
**Starting to focus on this
category in order to raise
sales**

Apparel
**Unlikely to recover soon
because of challenging market
conditions**

Actions Based on Current Levels of Category Sales

BOOK-OFF SUPER BAZAAR



BOOKOFF SUPER BAZAAR (BSB)

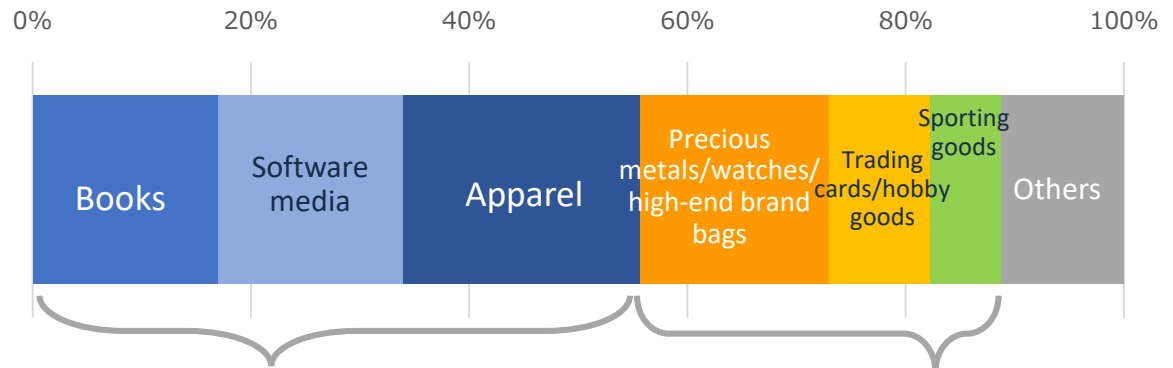
- Stores of around 3,300 square meters and tens of thousands of items can attract large numbers of customers
- One-stop convenience for buying and selling books, software media, apparel, sporting goods, high-end brand merchandise and many other types of merchandise



Store Format Sales Composition for Directly Operated Stores (FY3/2020)

BOOKOFF SUPER BAZAAR

Sales Composition by Product Category (FY3/2020)



Attracts customers ○/Growth △

Categories with growth potential

With books, software media and apparel, BSB can attract large numbers of customers. But the composition of merchandise needs to be reexamined in order to reflect current sales trends.

Overview of Business Strategies

Upgrade individual stores

Existing stores: Create stores that match local markets

BOOK-OFF®

+



Continue

Rapidly opening BSBs and One-stop Purchasing Consultation Desks



Plan to open 4 to 5 stores every year



Goal is 50 Tokyo area stores

Reexamine

Use all the BOOKOFF Group's strengths

Pursuing the concept of "One BOOKOFF"



E-purchasing



Official smartphone app



Online listings

Further increase emphasis

Growth of operations at dept. stores and of overseas business

hugall
[ハグオール]



Continue

Plan for Store Investments

Current store investments



Plan for upcoming investments



Build on existing BSB network and start creating new packages

Trials for Developing a New Store Package

Example: **BOOK-OFF PLUS+** Nagakute Green Road Store

Nagakute city, Aichi
Floor space: About 660m²
Suburban roadside location
Sells books/software and apparel

Convert the 2F apparel sales area into
a trading card/hobby goods sales area
and a board game café

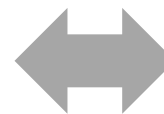


Conventional BOOKOFF

Idea for a new package

Target segments

Mainly families and men



Families and people who
enjoy hobbies

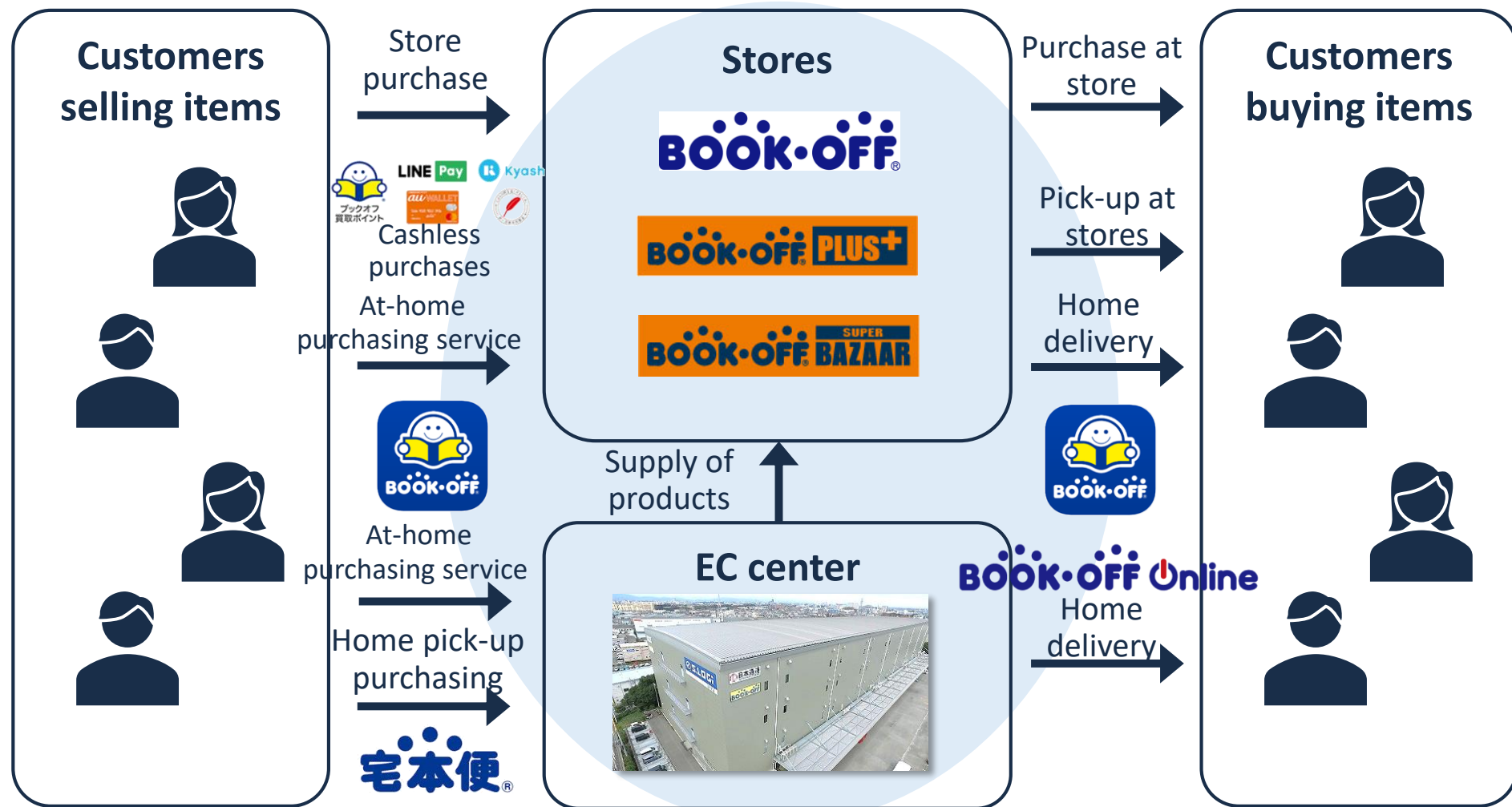
Value provided

Large selection of inexpensive
goods, mainly reuse
(Use EC and other channels too)



**Stronger merchandise lineup
with reuse and new items as
well as a play area
(Buy/sell items and additional value)**

The “One BOOKOFF” Concept



Make the official smartphone app the starting point for using the EC channel and nationwide store network to provide the best possible methods for enabling all customers to buy and sell reuse items with ease.

The “One BOOKOFF” Roadmap



"One BOOKOFF" Progress and Growth

Started EC-linked
store inventory
access system

BOOK-OFF Online



Started a store pick-up
service for internet
purchases



Cashless purchases



Now accepted at **664** stores

September 2020

**More than 2 million
smartphone app members**

Expanded use of the
e-purchasing system



Internet BOOKOFF sales*

Increased **12%** YoY in 1H FY5/2021

More efficient store
operations by **completing
purchases faster**

June 2018
Release apps



Number of official
smartphone app
members

*Total of BOOKOFF Online sales, YAHUOKU! sales of directly operated BOOKOFF auction stores, directly operated store sales using BOOKOFF Online, and directly operated store sales using the store pick-up service

Making “One BOOKOFF” a Reality

Numerical Targets

Cashless purchases



**Utilization rate of
at least 10%**

Official smartphone app



**More than 5 million
smartphone app
members**

EC-Store linkage



**EC linkage ratio*
At least 20%**

*Volume of merchandise, including franchised stores

The “One BOOKOFF” concept will also match customers’ needs after the COVID-19 crisis

Plan to make bigger investments to achieve our goals

Strategic Policies and Goals



No significant revisions to the strategies in our medium-term management policies, but some changes in our strategic direction are needed to reflect current issues at the BOOKOFF Group and shifts in the business climate caused by COVID-19.

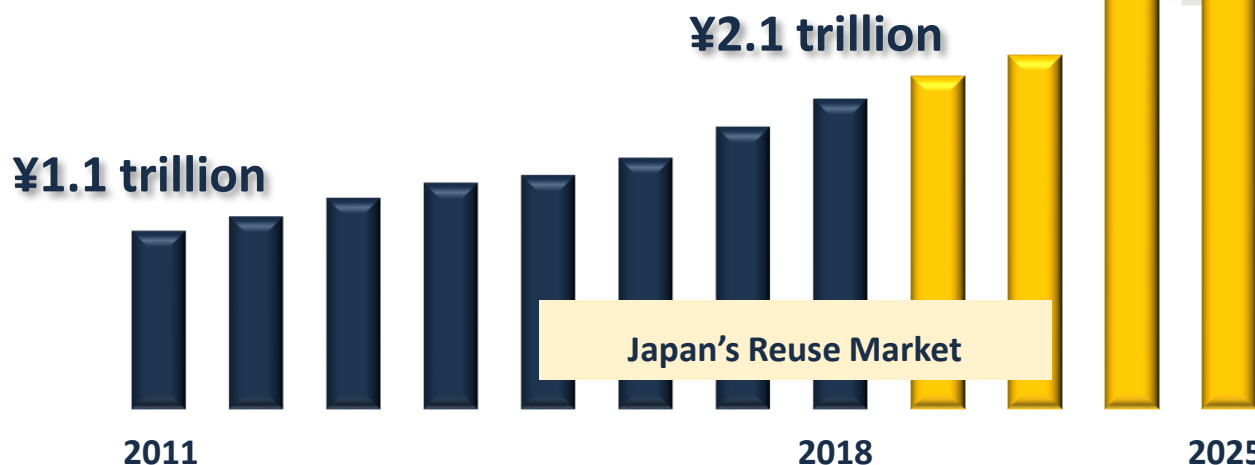
In FY5/2021, we have held down investments and made changes in our strategic direction. We plan to announce specific sales and earnings targets and investment strategy for stores that reflect these measures along with other updated information with the FY5/2021 earnings announcement.

More growth is expected in Japan's reuse market.
We will use our stores, people and technologies for
adapting to changes in our markets in order to aim for
sustained growth.



BOOK·OFF Online

¥3.2 trillion
(Forecast)



BOOKOFF GROUP HOLDINGS

(Contact)

Corporate Planning Department, BOOKOFF GROUP HOLDINGS LIMITED

Mail: irinfo@bookoff.co.jp

Tel: +81-42-750-8588

The plans, strategies, and financial forecasts presented in these materials contain forward-looking statements not based on historical fact. Forward-looking statements are based on management judgments using information available at the time. Actual results may vary significantly from forecasts due to changes in the business environment and other factors.

Appendix

Consolidated Statement of Income

| (Million yen) | 1H FY5/2021 | 1H FY3/2020 |
|---|-------------|-------------|
| Net sales | 37,522 | 41,289 |
| Cost of sales | 14,249 | 15,966 |
| Gross profit | 23,272 | 25,322 |
| SG&A expenses | 22,754 | 24,441 |
| Operating profit | 517 | 881 |
| Non-operating income | 385 | 510 |
| Non-operating expenses | 253 | 247 |
| Ordinary profit | 650 | 1,144 |
| Extraordinary income | - | - |
| Extraordinary losses | 816 | 142 |
| Profit (loss) before income taxes | (166) | 1,002 |
| Income taxes-current | 241 | 165 |
| Income taxes-deferred | (121) | 264 |
| Total income taxes | 119 | 430 |
| Profit (loss) | (286) | 572 |
| Profit (loss) attributable to non-controlling interests | (2) | 14 |
| Profit (loss) attributable to owners of parent | (284) | 557 |

Consolidated Balance Sheet

| (Million yen) | As of Sep. 30, 2020 | As of Mar. 31, 2020 |
|-------------------------------|------------------------|------------------------|
| Current assets | 23,435 | 23,704 |
| Cash and deposits | 6,715 | 6,094 |
| Merchandise | 12,625 | 13,129 |
| Others | 4,094 | 4,480 |
| Non-current assets | 17,656 | 17,830 |
| Property, plant and equipment | 6,048 | 6,273 |
| Intangible assets | 1,906 | 2,003 |
| Investments and other assets | 9,700 | 9,553 |
| Total assets | 41,091 | 41,535 |

| | As of Sep. 30, 2020 | As of Mar. 31, 2020 |
|----------------------------------|------------------------|------------------------|
| Current liabilities | 18,368 | 16,697 |
| Short-term borrowings | 11,767 | 9,763 |
| Others | 6,600 | 6,933 |
| Non-current liabilities | 10,237 | 11,990 |
| Long-term borrowings | 6,477 | 8,058 |
| Others | 3,759 | 3,931 |
| Total liabilities | 28,605 | 28,687 |
| Net assets | 12,486 | 12,848 |
| Total liabilities and net assets | 41,091 | 41,535 |

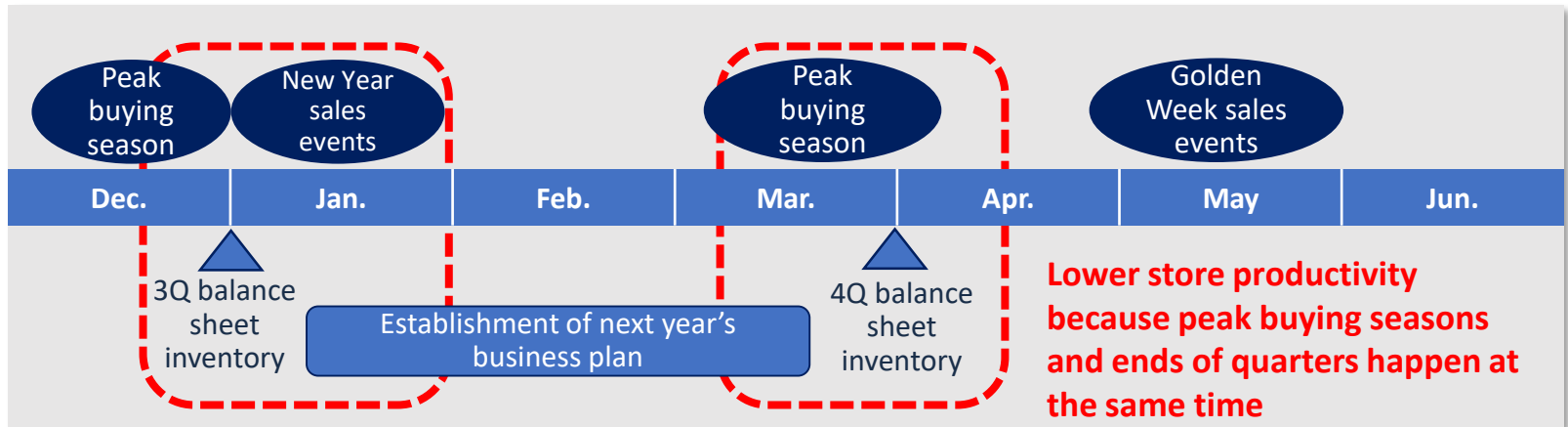
Consolidated Statement of Cash Flows

| (Million yen) | 1H FY5/2021 | 1H FY3/2020 |
|---|-------------|-------------|
| Cash flows from operating activities | 1,192 | 955 |
| Profit (loss) before income taxes | (166) | 1,002 |
| Depreciation | 704 | 772 |
| Impairment loss | 70 | 47 |
| Amortization of goodwill | 713 | (624) |
| Changes in assets and liabilities | (130) | (242) |
| Cash flows from investing activities | (650) | (1,928) |
| Cash flows from financing activities | 89 | (67) |
| Effect of exchange rate change on cash and cash equivalents | (10) | (18) |
| Net increase (decrease) in cash and cash equivalents | 620 | (1,059) |
| Cash and cash equivalents at beginning of period | 6,094 | 6,142 |
| Cash and cash equivalents at end of period | 6,715 | 5,083 |

Change of Fiscal Year End to May 31

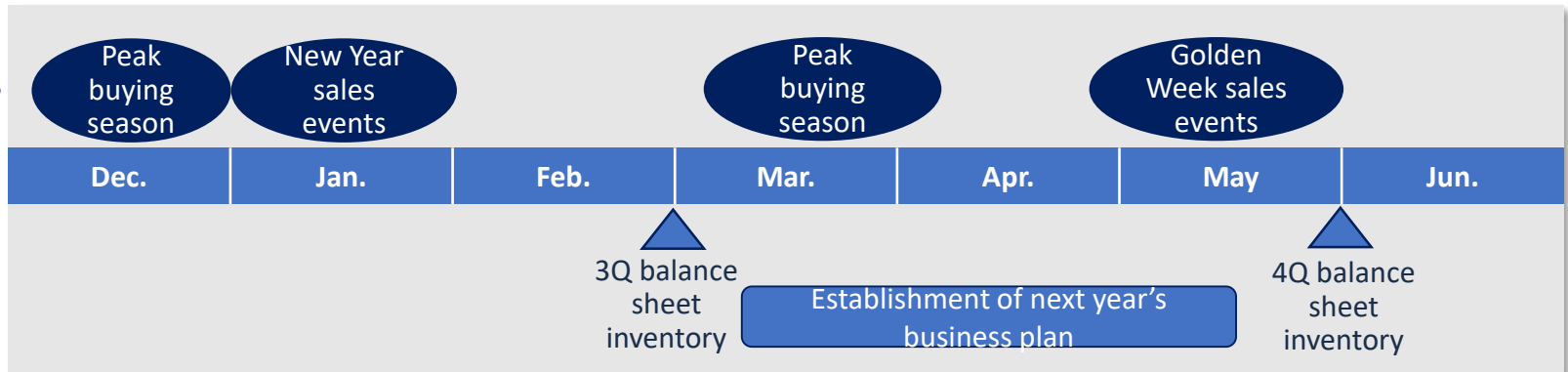
Until now

Major events



Now

Major events



- ✓ Shifting the fiscal year end to May move the ends of the 3Q and 4Q away from the January and March peak buying periods. This is expected to result in the largest possible volume of purchases as well as higher efficiency.
- ✓ We have a 14-month transitional fiscal period that goes from April 1, 2020 to May 31, 2021

About BOOKOFF



- **Founded** May 1990
- **Established** October 2018 (A pure holding company through a transfer of stock)
- **Representative** Yasutaka Horiuchi, President and CEO
- **Stock listing** First Section, Tokyo Stock Exchange (Securities code: 9278)
- **Trading Unit** 100 shares
- **Head office** 2-14-20 Kobuchi, Minami-ku, Sagamihara, Kanagawa
- **Net sales** ¥84.3 billion (FY3/2020 Consolidated results)
- **Number of stores** 799
(Directly operated: 408; Franchised: 391 as of September 30, 2020)
- **Employees (Consolidated)** 1,403 (as of March 31, 2020)

History



- | | |
|-------------|---|
| 1990 | The first BOOKOFF store opened in Sagamihara, Kanagawa |
| 1991 | BOOKOFF CORPORATION LIMITED established BOOKOFF Franchise chain launched |
| 2000 | BOOKOFF's first overseas store opened The first Chuko-Gekijo (comprehensive, large-format) opened (current BOOKOFF SUPER BAZAAR) |
| 2004 | BOOKOFF CORPORATION's stock listed on the Second Section of the Tokyo Stock Exchange |
| 2005 | BOOKOFF CORPORATION's stock listed on the First Section of the Tokyo Stock Exchange |
| 2007 | BOOKOFF Online (e-commerce site) launched |
| 2015 | HUGALL department store purchasing desks service started at the Nihombashi Mitsukoshi department store |
| 2016 | Made Booklog, Inc., which operates book review community site, a subsidiary |
| 2018 | BOOKOFF GROUP HOLDINGS LIMITED, a pure holding company, established |

BOOKOFF's Corporate Philosophy and Mission

Corporate Philosophy

Contributions to society
through our business activities

Pursuit of employees' material
and spiritual wellbeing

Mission

Be a source of enjoyable and enriching lives for
as many people as possible



**Growth of
the Group**

Mutually increase
the pace of growth



Individual growth

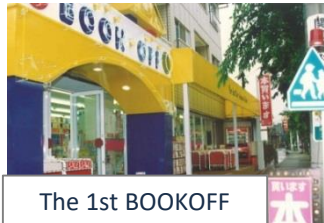
Remain a company performing a vital
social role 5 and 10 years from now

Vision

Japan's leading reuse company
(the reuse store network with the largest number of
customers)

Be a company employees can trust and
where everyone can grow while doing their
jobs with self-confidence and passion

Store Packaging Evolution



- Founding
- “Sell us your books”
- Franchised store growth

- Faster BOOKOFF store openings
- New reuse business B KIDS, B SPORTS
- BOOKOFF Chuko-Gekijo (a comprehensive large-format store)
- Overseas expansion
- Online business starts

BOOK-OFF Online



hugall



1990

2000

2009

2015

Major Store Packages

*Number of stores as of September 30, 2020

BOOK-OFF

BOOKOFF



| | |
|------------------|--|
| Avg. floor space | About 430m ² |
| Merchandise | Books, CDs, DVDs, games, hobby goods, mobile phones, home appliances, etc. |
| Number of stores | 642 in Japan and overseas |

BOOK-OFF SUPER BAZAAR

BOOKOFF SUPER BAZAAR



| | |
|------------------|--|
| Avg. floor space | About 3,135m ² |
| Merchandise | “BOOKOFF” + Apparel/luxury-brand goods/household products/sporting goods/kitchenware, etc. |
| Number of stores | 48 in Japan |

BOOK-OFF PLUS+

BOOKOFF PLUS



| | |
|------------------|---------------------------------------|
| Avg. floor space | About 990m ² |
| Merchandise | “BOOKOFF” + Apparel/accessories, etc. |
| Number of stores | 67 in Japan |

BOOK-OFF
総合買取窓口

BOOKOFF
One-stop Purchasing
Consultation Desk



| | |
|------------------|---|
| Avg. floor space | About 66m ² |
| Merchandise | Stores specialize in purchasing apparel/luxury-brand goods/small size home appliances, etc. |
| Number of stores | 16 in Japan |

BOOKOFF is Much More Than Books

Understand “the fun of reusing” and you can enjoy life even more!

Books



- 👉 A chance to find a new interest or hobby!
- 👉 Try choosing a writer you've never read before!
- 👉 Read the whole of a comic book series in one go!

Trading cards, hobby goods



- 👉 Something for everyone – from small children to enthusiasts!
- A vast lineup of items from toys that are put away as children grow up, to popular trading cards and exclusive figurines coveted by enthusiasts! Rummaging through the overwhelming number of items is a sort of treasure hunt.

Apparel



- 👉 Be bold and take the challenge of wearing a new color or style you never worn before!
- 👉 The fun of coordinating!
- 👉 The fun of being able to buy without worrying about the price!
- 👉 You can see all the things you can't see anywhere else all gathered together here in one place!

Sporting goods, musical instrument



- 👉 Go on, this is your chance to pursue nostalgic sports or to grab a musical instrument you've always wanted!
- The surfing and golf goods, the guitar you've wanted for so long... perhaps you can't afford it new but you can get it for reuse at a very reasonable price, and you can make a start right now without worrying if you just remember that “if I don't keep it up I can always sell it.”

Precious metals, watches, high-end brand items



- 👉 Choose brand goods for everyday use!
- 👉 The fun of collecting brands!

Children's apparel, baby goods



- 👉 Baby goods - they soon grow out of them which is all the more reason to get them for reuse!
- Children grow so quickly, and the baby carriage you bought for them so lovingly soon falls out of use. At times like these, please buy your items reuse and carefree, and then just sell them again when you've finished with them.

Furniture



- 👉 Buy furniture at reasonable prices!
- 👉 Reuse furniture has an appeal new products cannot offer
- You can buy furniture at affordable prices and select items with a texture and seasoned appearance that brand new furniture cannot match.

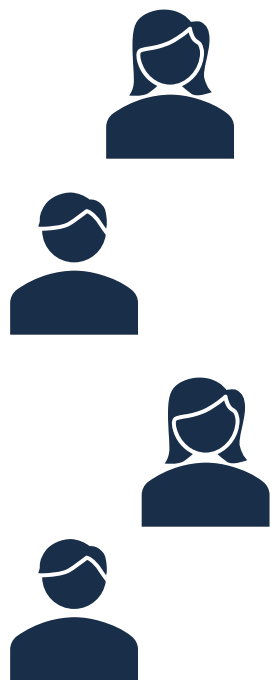
Home appliances, mobile phones



- 👉 Nowadays, for home appliance items, the functionality of reuse is completely satisfactory!
- If you set out to buy all of your important home appliances in one go, it's going to amount to a very expensive bill for you to pay. These days however, you can easily buy great quality reuse products with high-level functions and excellent reliability so cheaply!

“One BOOKOFF” – Much More Than Stores

Customers
selling items



Store purchase



Cashless
purchases
At-home
purchasing
service



At-home
purchasing
service

Home pick-up
purchasing



Stores

BOOK·OFF®

BOOK·OFF PLUS+

BOOK·OFF SUPER BAZAAR

Supply of
products

EC center



Purchase at
store



Pick-up at
stores



Home delivery

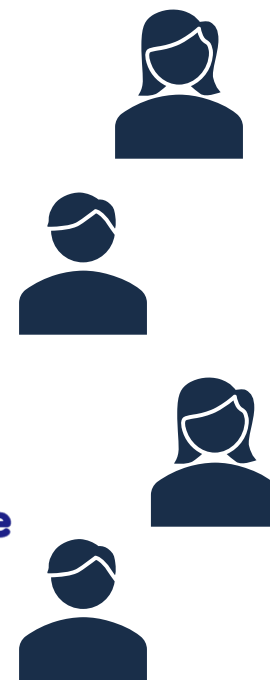


BOOK·OFF Online

Home delivery



Customers
buying items



“One BOOKOFF” in the palm of your hand
**More than 2 million smartphone
official app members!***

*As of September 30, 2020

Other Group Businesses

HUGALL



HUGALL operates one-stop purchasing consultation desks at major department stores. These conveniently located desks allow people visiting stores for shopping to stop by to receive a variety of information and services concerning the sale of reuse items.

Aoyama Book Center



The Aoyama Book Center is a store selling new books that is located in the Omotesando district of Tokyo.

aidect



aidect operates stores that provide comprehensive services for jewelry, including purchases, repairs and restorations, and sales. The company operates its own studio in Tokyo to perform work that reflects timeless European design elements and incorporates the outstanding craftsmanship and quality for which Japan is known.

Booklog



More than one million people use this book review community website.

BOOKOFF's Employee Training and Development



Employee training and development curriculum using manuals and based on the corporate philosophy and other principles and guidelines



Cheerful, polite and speedy service

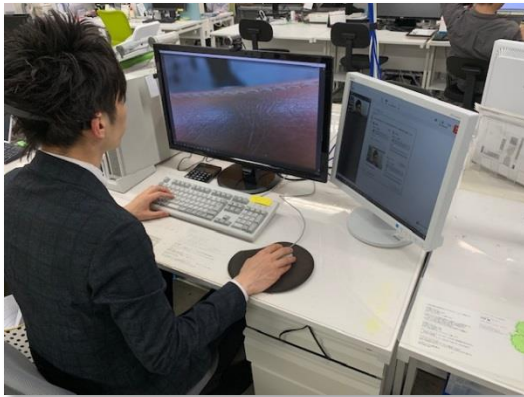


Career advancement program for all employees



Employee training and development programs to maintain a skilled workforce for store operations

Services Customers Can Use with Confidence



Assessments using web cameras



At-home purchasing service



A database for reuse merchandise purchasing prices

お売りいただくお客様へ
古物取引承諾書: 記入目的と管理・運用について

お売りいただくお客様には、古物営業法およびお客様との取引確認に必要となるため、ご住所・氏名等を「古物取引承諾書」に記入していただいております。
「古物取引承諾書」は、施設管理し安全に保管をしております。

「古物取引承諾書」に記入されている情報は、当社では古物営業法およびお客様との取引確認目的以外には利用いたしません。
また、警察等の公的機関から、法令に基づく正式な照会を受けた場合を除いて、第三者に開示・提供いたしません。

BOOK-OFFグループ

The BOOKOFF pledge to comply with laws and regulations

Purchasing services that uses the customers' standpoint and strict compliance with laws and regulations
A resolute commitment to operate stores where customers can sell reuse merchandise with complete confidence

Sports Sponsorship Agreements

BOOKOFF uses sports sponsorship agreements to increase purchases and sales of high-quality, inexpensive reuse sporting goods as well as support individuals, teams and events. Sponsorships also help increase the number of people participating in sports and competing in tournaments.



BOOKOFF is a sponsor of professional snowboarder Hiroaki Kunitake.



BOOKOFF sponsors surfer Kana Nakashio, designated for skill development by the Nippon Surfing Association.



BOOKOFF backs the SC Sagami and Nojima Stella Kanagawa Sagami professional soccer teams.



BOOKOFF OKINAWA is an official sponsor of the Ryukyu Golden Kings basketball team of Japan's B.League.



BOOKOFF is an official sponsor of the HIROSHIMA DORONETS basketball team of Japan's B.League.

Our Commitment to the Sustainable Development Goals

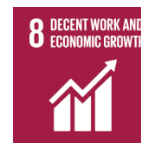
BOOKOFF's business operations contribute to society by using the purchase and sale of items to extend the life of these products, thereby reducing the volume of items that are discarded. Therefore, BOOKOFF is playing an important role in achieving the 12th SDG: responsible consumption and production. We will continue to use our core reuse business and other activities to contribute to the accomplishment of the SDGs.



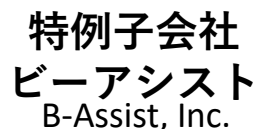
Reuse and paper recycling



Creation of jobs and supply of quality products and apparel



Jewelry repair service for a longer life of jewelry



Assistance and jobs for people with disabilities



キモチと。 Kimochi-to

Partnerships with companies, governments and NPOs



Activities for Diversity –Creating a Pleasant Workplace Environment

Employees are the BOOKOFF Group's most valuable asset. Developing "human assets" with intelligence and solid character will contribute directly to the Group's growth. We are dedicated to maintaining workplace environments where all employees, regardless of gender, can fully utilize their skills. This includes a commitment to providing opportunities for people to upgrade their skills and accomplish their goals.

Job site selection

Re-hiring system

Reduced working hours

Refreshment time off

Job site selection
for elderly parent care

Pick Up

Since October 2014, employees have had the option of requesting a job in a particular region of Japan. At first, employees could select the Tokyo area (Tokyo, Kanagawa, Chiba and Saitama), Chukyo area or Keihanshin area (Kyoto, Osaka and Hyogo). Now, this program has been expanded to include other major cities and regions.

Pick Up

In the past, married couples working at the BOOKOFF Group were unable to live together at times due to a transfer of one person. To end this problem, the Group has established a program that allows the other spouse to be relocated to a store near the husband or wife who was initially transferred.

Elderly parent care short
or extended time off

Pregnancy and child care
leave

Nursing care time off

Child care leave

Coordinated husband-
wife transfers

Activities for Diversity –Employing Persons with Disabilities

B-Assist, Inc.

Offices

Machida Office
(established in Feb. 2013)

Seya Office
(established in Oct. 2011)



Omiya Office
(established in Sep. 2015)

Higashi Chiba Office
(established in Apr. 2014)

Kawasaki Office
(established in Apr. 2013)

The BOOKOFF Group is dedicated to providing jobs for people with disabilities. For these people with a desire and ability to work, we provide real employment opportunities, and the necessary workplace environment, rather than simply so-called welfare positions. We want these people to be active and self-reliant members of society. To provide these jobs, we established B-Assist in October 2010. The company was designed as a special subsidiary based on the Act on Employment Promotion etc. of Persons with Disabilities in the following December. At the end of June 1, 2020, BOOKOFF Group employed 145 people (4.33% of the entire workforce) who have disabilities.



Main activities

- Processing BOOKOFF Group merchandise, store maintenance, merchandise stocking and sales, production of point-of-purchase marketing materials
- Picking, shipments, and data erasure for mobile phones, tablets and other devices at distribution centers

TOPICS

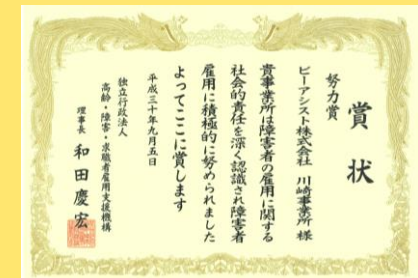
October 2020

祝

B-Assist reached its 10th anniversary

TOPICS

BOOKOFF was recognized by the Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers as an outstanding company for the creation of jobs for people with disabilities.



Kimochi-to –An Innovative Crowdfunding Scheme from BOOKOFF

「モノ」を「キモチ」にかえる新しい応援のカタチ



「モノ」で応援・支援・寄付ができます

What is Kimochi-to?

Kimochi-to is a crowdfunding platform operated by BOOKOFF that allows people to sell used books and other reuse items and direct the proceeds to be donated to a charity of other worthy cause.

How Kimochi-to works

- 1 Select a charitable program to support



- 2 BOOKOFF collects reuse items for sale at no charge



- 3 Sales proceeds go to the designated worthy cause



Item = Cash = Donation

- 4 Receive an appreciation gift (in some cases)



For more information

Kimochi-to

Search

