

BOOKOFF GROUP HOLDINGS

Supplementary Financial Data

for the First Half of the Fiscal Year Ending May 2024 (1H FY5/2024)

Note : This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

January 12, 2024

BOOKOFF GROUP HOLDINGS LIMITED

Securities code: 9278

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- ◆ In the first year of the medium-term management policies, one priority is recruiting and training people for supporting businesses that are expected to grow. We expect no change in operating profit and ordinary profit because of the postponement to FY5/2024 of the start of depreciation expenses resulting from delayed large IT investments in the BOOKOFF Operations in Japan.
- ◆ In the first half of the period, net sales increased year-on-year in all businesses, reaching 52,934 million yen (109.0% y-o-y). Ordinary profit was 1,268 million yen (103.6% y-o-y) in the 2Q, thanks to increased profits in BOOKOFF Operations in Japan and Overseas business, despite higher company-wide costs.
- ◆ Profit attributable to owners of parent fell below the previous year's level due to the absence of a special factor in the first quarter of the previous year (reduction in tax burden resulting from group reorganization).
- ◆ Ordinary profit is generally progressing as expected, and there is no change to the full-year earnings forecast announced on July 10, 2023.

Consolidated Statement of Income

BOOKOFF GROUP HOLDINGS

Millions of yen

| | 1H FY5/2023 | % to net sales | 1H FY5/2024 | % to net sales | YoY change (Amount) | YoY change (%) |
|--|-------------|----------------|---------------|----------------|---------------------|----------------|
| Net sales | 48,568 | - | 52,934 | - | +4,366 | 109.0% |
| Gross profit | 27,811 | 57.3% | 29,978 | 56.6% | +2,167 | 107.8% |
| SG&A expenses | 26,827 | 55.2% | 28,919 | 54.6% | +2,092 | 107.8% |
| Operating profit | 984 | 2.0% | 1,059 | 2.0% | +75 | 107.6% |
| Non-operating income | 335 | 0.7% | 315 | 0.6% | (19) | 94.2% |
| Non-operating expenses | 94 | 0.2% | 106 | 0.2% | +11 | 112.3% |
| Ordinary profit | 1,224 | 2.5% | 1,268 | 2.4% | +44 | 103.6% |
| Extraordinary income | 2 | 0.0% | 0 | 0.0% | (1) | 31.0% |
| Extraordinary losses | 149 | 0.3% | 45 | 0.1% | (103) | 30.7% |
| Profit before income taxes | 1,078 | 2.2% | 1,223 | 2.3% | +145 | 113.5% |
| Income taxes-current | 92 | 0.2% | 456 | 0.9% | +363 | 491.1% |
| Profit attributable to non-controlling interests | 63 | 0.1% | 62 | 0.1% | (1) | 97.4% |
| Profit attributable to owners of parent | 921 | 1.9% | 705 | 1.3% | (216) | 76.5% |

BOOKOFF operations in Japan

Net sales for the first half were 46,793 million yen (107.8% y-o-y), and segment profit was 1,735 million yen (121.1% y-o-y). This was due to higher net sales YoY at directly operated existing stores of trading cards/hobby goods, apparel, precious metals/watches/high-end brand bags, and home appliances/mobile phones and others.

Premium services business

Net sales for the first half were 3,346 million yen (114.6% y-o-y), mainly due to higher purchase volume for “BOOKOFF purchasing consultation desks” and other services.

On the other hand, segment profit was 299 million yen (90.3% y-o-y), due to a higher sales mix of precious metals and a lower gross profit margin, caused by soaring precious metal prices, and personnel expansion to support business growth.

Overseas business

Net sales for the first half were 2,249 million yen (117.0% y-o-y) due to higher sales YoY on the back of contributions from store openings in previous years at “BOOKOFF” in the United States and “Jalan Jalan Japan” in Malaysia.

Segment profit was 408 million yen (106.8% y-o-y) despite personnel expansion and improved of compensation and other benefits.

| Business Segment | | Millions of yen | | | |
|------------------------------------|-----------------|-----------------|----------------|------------------------|-------------------|
| | | 1H FY5/2023 | 1H FY5/2024 | YoY change (Amount) | YoY change (%) |
| BOOKOFF operations in Japan | Net sales | 43,399 | 46,793 | +3,393 | 107.8% |
| | Segment profit | 1,433 | 1,735 | +302 | 121.1% |
| Premium services business | Net sales | 2,919 | 3,346 | +427 | 114.6% |
| | Segment profit | 253 | 229 | (24) | 90.3% |
| Overseas business | Net sales | 1,922 | 2,249 | +326 | 117.0% |
| | Segment profit | 382 | 408 | +26 | 106.8% |
| Other | Net sales | 325 | 545 | +219 | 167.4% |
| | Segment profit | (48) | (100) | (52) | - |
| Adjustment (Corporate) | Segment profit | (797) | (1,004) | (206) | - |
| Consolidated total | Net sales | 48,568 | 52,934 | +4,366 | 109.0% |
| | Ordinary profit | 1,224 | 1,268 | +44 | 103.6% |

※ From the first quarter of the current financial year, the reporting segments have been reclassified. Figures for the previous year have been reclassified to the new segment classifications from the current year.

FY5/2024 Quarterly YoY Comparison

| | 1Q | 2Q | 1H | 3Q | 3Q Cumulative Total | 4Q | full business year |
|-------------------------------------|--------|---------------|--------|----|---------------------------|----|-----------------------|
| Net sales | 109.5% | 104.3% | 106.8% | | | | |
| number of customers | 103.7% | 103.0% | 103.4% | | | | |
| Purchase Amount | 110.3% | 105.5% | 107.7% | | | | |
| number of customers for purchase | 99.9% | 102.2% | 101.1% | | | | |

(Reference.) FY5/2023 Quarterly YoY Comparison

| | 1Q | 2Q | 1H | 3Q | 3Q Cumulative total | 4Q | full business year |
|-------------------------------------|--------|--------|--------|--------|---------------------------|--------|-----------------------|
| Net sales | 109.3% | 113.2% | 111.2% | 109.5% | 110.6% | 111.7% | 110.9% |
| number of customers | 103.5% | 103.1% | 103.3% | 104.0% | 103.5% | 104.2% | 103.7% |
| Purchase Amount | 111.0% | 119.3% | 115.3% | 121.5% | 117.4% | 113.3% | 116.3% |
| number of customers for purchase | 102.8% | 101.0% | 101.9% | 103.1% | 102.3% | 102.1% | 102.2% |

BOOKOFF operations in Japan Status of Existing Stores ②

| Product name | Net sales | | | | Purchase Amount | | | |
|---|---------------|----------------|------------------|----------------|-----------------|----------------|------------------|----------------|
| | 2Q period | | cumulative total | | 2Q period | | cumulative total | |
| | YoY change | % to net sales | YoY change | % to net sales | YoY change | % to net sales | YoY change | % to net sales |
| Books | 98.2% | 23.0% | 97.2% | 23.6% | 106.5% | 15.5% | 100.5% | 15.4% |
| Software Media (CDs,DVDs and games) | 97.3% | 24.0% | 99.9% | 24.3% | 86.1% | 24.6% | 89.2% | 24.6% |
| Apparel | 113.4% | 13.0% | 116.1% | 11.7% | 121.4% | 10.2% | 122.6% | 9.2% |
| Precious metals/watches/ high-end brand bags | 115.6% | 9.3% | 117.0% | 9.1% | 122.6% | 15.8% | 116.2% | 15.0% |
| Trading cards/hobby goods | 109.1% | 18.2% | 121.5% | 19.1% | 109.9% | 22.4% | 125.1% | 24.9% |
| Home appliances/mobile phones | 110.3% | 4.7% | 108.6% | 4.8% | 117.2% | 6.3% | 114.7% | 6.0% |
| Sporting and outdoor goods | 108.8% | 3.5% | 108.0% | 3.3% | 112.8% | 3.9% | 110.7% | 3.7% |
| Other | 105.1% | 4.2% | 104.0% | 4.1% | 114.1% | 1.1% | 112.1% | 1.1% |

BOOKOFF operations in Japan

| Classification | Store Name | Store Packages | OPEN DATE | Location | Sales floor space |
|-------------------|------------------------------|---|---------------|--------------------------------------|-------------------|
| Directly operated | Yoshizuya Shin Inazawa Store |  | Jul. 28, 2023 | Inazawa-shi, Aichi | 295 tsubo |
| Directly operated | Hitachi Ekimae store |  | Sep. 07, 2023 | Hitachi-shi, Ibaraki | 474 tsubo |
| Directly operated | DCM Kamiiso store |  | Sep. 08, 2023 | Hokuto-shi, Hokkaido | 279 tsubo |
| Directly operated | Musashi Koganei store |  | Oct. 06, 2023 | Koganei-shi, Tokyo | 250 tsubo |
| Directly operated | AEON Hashimoto store |  | Oct. 27, 2023 | Midori-ku, Sagami-hara-shi, Kanagawa | 293 tsubo |
| Directly operated | AEON MALL Omuta store |  | Nov. 11, 2023 | Omuta-shi, Fukuoka | 269 tsubo |
| Directly operated | Ito-Yokado Mizonokuchi store |  | Nov. 17, 2023 | Takatsu-ku, Kawasaki-shi, Kanagawa | 296 tsubo |
| Directly operated | AEON MALL Kusatsu store |  | Nov. 22, 2023 | Kusatsu-shi, Shiga | 41 tsubo |
| Directly operated | AEON MALL Suzuka store |  | Nov. 24, 2023 | Suzuka-shi, Mie | 44 tsubo |

Overseas business

| Classification | Store Name | Store Packages | OPEN DATE | Location | Sales floor space |
|----------------|----------------------|---|---------------|------------------------|-------------------|
| Franchised | Gallereya Mall store |  | Sep. 30, 2023 | Republic of Kazakhstan | 250 tsubo |

*Since the fiscal year end of overseas subsidiaries differs from the consolidated accounting period, "Jalan Jalan Japan" shows stores opened through September, and "BOOKOFF USA" shows stores opened through August.

| Year and month of operation | | Year 2023 | | | | | | Year 2024 | | | | | |
|--|-------------------|-----------|------|------|------|------|------|-----------|------|------|------|------|-----|
| | | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | May |
| BOOKOFF operations in Japan total | | 756 | 756 | 756 | 758 | 756 | 760 | | | | | | |
| BOOKOFF operations in Japan | Directly operated | 384 | 385 | 385 | 388 | 386 | 390 | | | | | | |
| | Franchised | 372 | 371 | 371 | 370 | 370 | 370 | | | | | | |
| Premium services business | | 41 | 41 | 41 | 41 | 41 | 41 | | | | | | |
| Overseas business total | | 26 | 26 | 26 | 26 | 26 | 27 | | | | | | |
| Overseas business | Directly operated | 21 | 21 | 21 | 21 | 21 | 21 | | | | | | |
| | Franchised | 5 | 5 | 5 | 5 | 5 | 6 | | | | | | |
| Other | | 4 | 4 | 4 | 4 | 4 | 4 | | | | | | |
| Group total | | 827 | 827 | 827 | 829 | 827 | 832 | | | | | | |

*Number of stores in the current consolidated accounting period because the fiscal year end of overseas subsidiaries differs from the consolidated fiscal year end.

No change from the forecast announced on July 10, 2023

Millions of yen

| | FY5/2023 Result | FY5/2024 Forecast | Change (amount) | Change (%) |
|---|--------------------|----------------------|--------------------|---------------|
| Net sales | 101,843 | 106,000 | + 4,156 | 104.1% |
| Operating profit | 2,578 | 2,600 | + 21 | 100.8% |
| Ordinary profit | 3,040 | 3,000 | (40) | 98.7% |
| Profit attributable to owners of parent | 2,769 | 1,600 | (1,169) | 57.8% |
| Dividend per share | 25yen | 25yen | - | 100.0% |

- ✓ In the first year of the medium-term policy, one priority is recruiting and training people for supporting businesses that are expected to grow.
- ✓ All businesses will continue to open many stores and sales are expected to continue to increase. Net sales in BOOKOFF Operations in Japan are exceeding expectations, but operating profit and ordinary profit remain unchanged from the previous forecast due to the fluid impact of future customer trends and personnel hiring.
- ✓ We forecast a big decrease in profit attributable to owners of parent because of the large one-time contribution to earnings (income taxes-deferred) in FY5/2023.
- ✓ Plan to pay a year-end dividend of 25 yen per share.

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BOOKOFF GROUP HOLDINGS

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