

BOOKOFF GROUP HOLDINGS

Supplementary Financial Data for the Fiscal Year Ending May 2025 (FY5/2025)

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July 10, 2025

BOOKOFF GROUP HOLDINGS LIMITED

Securities code: 9278

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- ◆ In the fiscal year ending May 2025, which is the second year of our medium-term management policies, we will continue to actively open new stores in each business and expand our operations, while promoting measures to prevent recurrence in our BOOKOFF operations in Japan. Net sales increased year on year in all businesses, and consolidated net sales were ¥119,205 million (106.8% y-o-y). Although there was an increase in personnel expenses in each business segment, consolidated ordinary profit was ¥3,903 million (113.2% y-o-y) due to an increase in profit at BOOKOFF operations in Japan. Ordinary profit reached a record high for the first time in 13 terms.
- ◆ Despite a decrease of ¥550 million in the provision for special investigation expenses related to the investigation of irregularities in the previous fiscal year, profit attributable to owners of parent was ¥2,101 million (123.2% y-o-y) due to an increase in impairment losses on stores.
- ◆ The medium-term management policies for the fiscal year ending May 2028 have been revised upward to net sales of ¥135 billion and ordinary profit of ¥5 billion for the final fiscal year.
- ◆ In the fiscal year ending May 2026, we expect to see steady growth in consolidated profits as we continue to invest in building a sustainable structure while promoting measures to prevent recurrence in our BOOKOFF operations in Japan and actively opening new stores overseas.
The year-end dividend is planned to increase by ¥5 to ¥30 per share.

Consolidated Statement of Income

	FY5/2024 (Jun.1, 2023 – May.31, 2024)	% to net sales	FY5/2025 (Jun.1, 2024 – May.31, 2025)	% to net sales	YoY change (Amount)	YoY change (%)
	(Million yen)					
Net sales	111,657	-	119,205	-	+7,548	106.8%
Gross profit	62,771	56.2%	67,751	56.8%	+4,979	107.9%
SG&A expenses	59,719	53.5%	64,302	53.9%	+4,583	107.7%
Operating profit	3,051	2.7%	3,448	2.9%	+396	113.0%
Non-operating income	639	0.6%	825	0.7%	+186	129.1%
Non-operating expenses	242	0.2%	370	0.3%	+127	152.7%
Ordinary profit	3,448	3.1%	3,903	3.3%	+454	113.2%
Extraordinary income	113	0.1%	0	0.0%	(112)	0.7%
Extraordinary losses	782	0.7%	414	0.3%	(367)	53.0%
Profit before income taxes	2,779	2.5%	3,490	2.9%	+710	125.6%
Income taxes-current	943	0.8%	1,296	1.1%	+352	137.3%
Profit attributable to non-controlling interests	130	0.1%	93	0.1%	(37)	71.3%
Profit attributable to owners of parent	1,705	1.5%	2,101	1.8%	+395	123.2%

BOOKOFF operations in Japan

Net sales at directly operated existing stores increased year on year in trading cards/hobby goods, apparel, books, jewelry/watches/high-end brand bags, and other categories, resulting in net sales of ¥104,309 million (105.3% y-o-y) and segment profit of ¥5,347 million (118.7% y-o-y).

Premium services business

Net sales for the current fiscal year were ¥7,177 million (106.3% y-o-y) due to an increase in purchase amounts compared to the same period of the previous fiscal year as a result of new store openings in the previous and current fiscal years.

On the other hand, segment profit was ¥44 million (10.7% y-o-y) due to factors such as lower-than-expected purchase amounts at new stores, a decline in sales efficiency of apparel products, and personnel expansion to promote business growth.

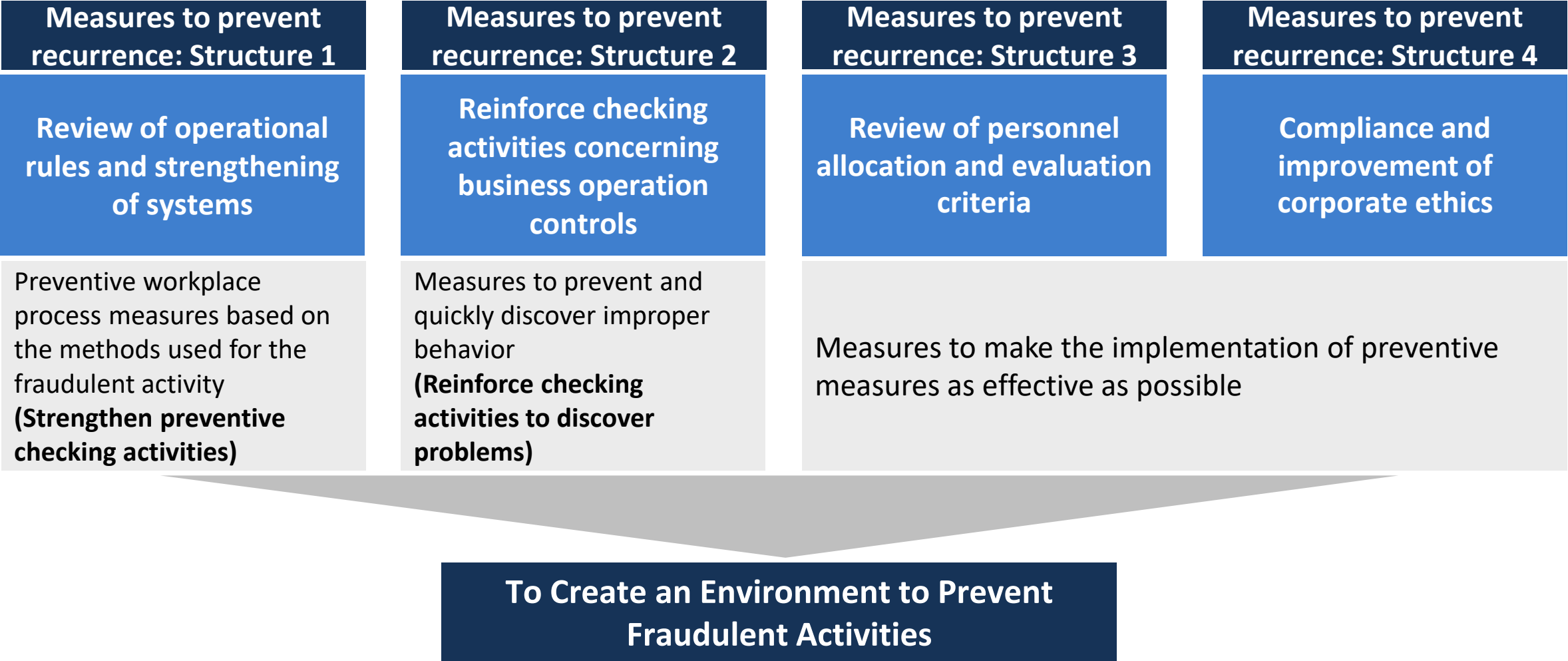
Overseas business

New store openings contributed to higher net sales in the BOOKOFF segment in the United States and Jalan Jalan Japan in Malaysia and Kazakhstan, resulting in net sales of ¥6,176 million (132.3% y-o-y) for the full fiscal year.

On the other hand, segment profit was ¥694 million (95.9% y-o-y) due to a decline in customer numbers at existing stores in Malaysia and delays in monetization in Kazakhstan.

		(Million yen)			
Business Segment		FY5/2024 (Jun.1, 2023 – May.31, 2024)	FY5/2025 (Jun.1, 2024 – May.31, 2025)	YoY change (Amount)	YoY change (%)
BOOKOFF operations in Japan	Net sales	99,036	104,309	+5,272	105.3%
	Segment profit	4,503	5,347	+843	118.7%
Premium services business	Net sales	6,750	7,177	+427	106.3%
	Segment profit	420	44	(375)	10.7%
Overseas business	Net sales	4,668	6,176	+1,507	132.3%
	Segment profit	724	694	(29)	95.9%
Other businesses	Net sales	1,201	1,542	+340	128.3%
	Segment profit	(175)	(259)	(84)	148.0%
Adjustment (Corporate)	Segment profit	(2,023)	(1,923)	+100	95.1%
Consolidated total	Net sales	111,657	119,205	+7,548	106.8%
	Ordinary profit	3,448	3,903	+454	113.2%

BOOKOFF used the report of the Special Investigation Committee, which performed examinations between June and October 2024, to determine actions to prevent this type of incident from happening again. The primary measures to create an environment to prevent fraudulent activities are steps to strengthen preventive controls concerning misconduct, reinforce checks in order to discover improper behavior, and the establishment of an uncompromising stance regarding the elimination of improper activities throughout the BOOKOFF Group.



- ✓ Measures to prevent fraudulent activities with high priority have been completed during the fiscal year ending May 2025. Measures requiring partial system upgrades are scheduled to be completed in July 2025.
- ✓ System development: 28 of 57 projects have been completed and implemented. Priority projects have been completed.
- ✓ We are continuing to address measures related to increasing store operating personnel, installing additional security cameras, and conducting employee surveys.

Review of operational rules and strengthening of systems	
1	<div>Preventive workplace process measures based on the methods used for the fraudulent activity (Strengthen preventive checking activities)</div> <div><p><Matters related to preventing the recurrence of fictitious purchases></p><ul style="list-style-type: none">✓ Reconfirming rules for strengthening operations that separate purchases and payments of used goods, POS system revisions and use of cash registers (Finished)✓ Review of approval rules for high-value purchases, utilization of workflow (Completion due July 2025)✓ Strengthening the checking function of the electronic secondhand products ledger (In progress)<p><Matters related to preventing the recurrence of inappropriate inventory management></p><ul style="list-style-type: none">✓ Strengthening controls over the registration function for the disposal and conversion of products (Finished)✓ Reviewing the rules for rewriting product labels, changing the registration function, and strengthening controls (Completion due July 2025)✓ Review of approval rules for incoming and outgoing goods (Completion due July 2025)✓ Addition and review of the contents of the manual for physical inventory (Finished)✓ Strengthening of confirmation of actual conditions through personnel rotation during physical inventory (Finished)<p><Matters related to the prevention of recurrence of the unauthorized acquisition of cash or goods></p><ul style="list-style-type: none">✓ Regarding the replenishment of cash and deposits in stores, the abolition of the use of personal accounts by employees (Finished)✓ Additional security cameras installed at the store counter and in the backyard (In progress)</div>

2	Reinforce checking activities concerning business operation controls	<ul style="list-style-type: none"> ✓ Review of the on-site manual and checklist for area managers (Finished) ✓ Implementation of regular operational inspections in store management organizations (Finished) ✓ Strengthening checks for employees who have been with the same store for a long time and those who hold multiple positions (In progress) ✓ Implementation of management reviews of physical inventory checks (Finished) ✓ Implementation of investigations and detection of abnormal values in transaction records and product management registrations using numerical analysis at headquarters (Finished) ✓ Conducting regular surveys of employees (for the purpose of fraud detection and reviewing operations) (In progress)
	Measures to prevent and quickly discover improper behavior (Reinforce checking activities to discover problems)	
3	Review of personnel allocation and evaluation criteria	<ul style="list-style-type: none"> ✓ Reduction of concurrent positions by increasing the number of store management personnel (In progress) ✓ Allocation of personnel in charge of operational inspections within the store management organization (Finished) ✓ Addition of internal control items to career path evaluations (personnel assessments) (Finished) ✓ Reflection of personnel evaluations based on internal audit results (Finished)
	Measures to make the implementation of preventive measures as effective as possible	
4	Compliance and improvement of corporate ethics	<ul style="list-style-type: none"> ✓ Review of the Group Code of Conduct and Guidelines (Finished) ✓ Addition of content to deter misconduct in regular compliance training for all employees (Finished) ✓ Training of managers regarding measures to prevent the types of fraudulent activities that recently occurred (Finished)
	Measures to make the implementation of preventive measures as effective as possible	

FY5/2025 Quarterly YoY Comparison

	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2025
Net sales	105.5%	104.9%	105.2%	105.0%	105.1%	103.3%	104.6%
number of customers	103.9%	103.6%	103.7%	101.6%	103.0%	100.2%	102.3%
Purchase Amount	90.9%	100.0%	95.7%	104.6%	98.7%	105.0%	100.4%
number of customers for purchase	97.8%	99.8%	98.9%	100.2%	99.3%	99.6%	99.4%

(Reference.) FY5/2024 Quarterly YoY Comparison

	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2024
Net sales	109.5%	104.3%	106.8%	106.0%	106.5%	106.3%	106.5%
number of customers	103.7%	103.0%	103.4%	104.1%	103.6%	104.4%	103.8%
Purchase Amount	110.3%	105.5%	107.7%	103.7%	106.3%	103.3%	105.5%
number of customers for purchase	99.9%	102.2%	101.1%	104.6%	102.3%	103.1%	102.5%









Product name	Net sales				Purchase Amount			
	4Q period		First nine months		4Q period		First nine months	
	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales
Books	101.8%	22.6%	101.9%	22.6%	97.6%	15.1%	97.8%	15.3%
Software Media (CDs,DVDs and games)	101.3%	22.2%	99.3%	22.3%	100.8%	23.3%	99.0%	23.9%
Apparel	106.9%	12.1%	108.0%	11.9%	105.3%	9.2%	103.4%	9.6%
Jewelry/watches/high-end brand bags	96.3%	9.1%	103.8%	9.0%	104.5%	15.5%	102.2%	15.3%
Trading cards/hobby goods	111.4%	21.9%	110.7%	21.1%	115.0%	26.1%	100.4%	25.0%
Home appliances/smart phones	97.9%	4.8%	106.6%	5.0%	107.4%	6.1%	103.8%	6.0%
Sporting and outdoor goods	102.0%	3.2%	108.6%	3.7%	100.1%	3.6%	99.7%	3.8%
Other	97.0%	4.0%	107.8%	4.5%	103.4%	1.1%	101.4%	1.1%

New Store Openings for the Group ①

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BOOKOFF operations in Japan

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space	Consolidated period
Directly operated	Jumbo Square KASHIBA Store		May. 22, 2024 *	Kashiba City, Nara Prefecture	217 tsubo	1Q period
Directly operated	Ito-Yokado Higashimurayam Store		Jul. 12, 2024	Higashimurayama City, Tokyo	231 tsubo	1Q period
Directly operated	ChaChaTown Kokura Store		Jul. 13, 2024	Kitakyushu City, Fukuoka Prefecture	277 tsubo	1Q period
Directly operated	Soka Seimon Plaza Store		Nov. 5, 2024	Soka City, Saitama Prefecture	796 tsubo	2Q period
Directly operated	LIVIN Tanashi Store		Nov. 27, 2024	Nishitokyo City, Tokyo	279 tsubo	2Q period
Directly operated	Sendai Clis Road Store		Feb. 21, 2025	Sendai City, Miyagi Prefecture	293 tsubo	3Q period
Directly operated	Ito-Yokado Hachioji Store		Apr. 17, 2025	Hachioji City, Tokyo	820 tsubo	4Q period
Franchised	Nishinasuno Store		May 21, 2025	Nasushiobara City, Tochigi Prefecture	108 tsubo	4Q period

*BOOKOFF Jumbo Square Kashiba, which opened in March 2024, is treated as a new store for the first quarter of the term ending May 2025. The reason for this is that the fiscal year-end of domestic consolidated subsidiaries differs from the consolidated accounting period.

Premium services business











Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space	Consolidated period
Directly operated	Omiya Takashimaya Store		Jul. 11, 2024	Saitama City, Saitama Prefecture	-	1Q period
Directly operated	Sakura-shinmachi Ekimae Store		Jul. 12, 2024	Setagaya-ku, Tokyo	-	1Q period
Directly operated	Denenchofu Store		Aug.02, 2024	Ota-ku, Tokyo	-	1Q period
Directly operated	Myogadani Store		Sep.13, 2024	Bunkyo-ku, Tokyo	-	2Q period
Directly operated	Meguro Store		Oct.10, 2024	Meguro-ku, Tokyo	-	2Q period
Directly operated	Yokohama Takashimaya Store		Nov.15, 2024	Yokohama City, Kanagawa Prefecture	-	2Q period
Directly operated	Kichijoji Store		Jan. 10, 2025	Musashino City, Tokyo	-	3Q period
Directly operated	Kiyosumi-sirakawa Store		May 27, 2025	Koto-ku, Tokyo	-	4Q period

New Store Openings for the Group ③

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Overseas business①

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space	Consolidated period
Directly operated	Berjaya Mega Mall Store		May. 23, 2024	Malaysia	563 tsubo	1Q period
Directly operated	Aksai Store		Jul. 6, 2024	Republic of Kazakhstan	196 tsubo	2Q period
Directly operated	Sayahat Store		Jul. 27, 2024 *	Republic of Kazakhstan	145 tsubo	2Q period
Directly operated	The Mines Mall Store		Sep. 12, 2024	Malaysia	353 tsubo	2Q period
Franchised	Aprikot Store		Sep. 14, 2024	Republic of Kazakhstan	205 tsubo	2Q period
Directly operated	Vodnik Alatau Store		Sep. 28, 2024	Republic of Kazakhstan	290 tsubo	2Q period
Directly operated	AEON BiG Taman Falim Store		Oct.31, 2024	Malaysia	386 tsubo	3Q period
Directly operated	Alatau Plaza Store		Nov.09, 2024	Republic of Kazakhstan	561 tsubo	3Q period
Franchised	Village Mall Sungai Petani Store		Dec.20, 2024	Malaysia	364 tsubo	3Q period
Directly operated	Star Avenue Store		Mar. 14, 2025	Malaysia	707 tsubo	4Q period



*As the fiscal year-end of overseas subsidiaries differs from the consolidated accounting period, “Jalan Jalan Japan” lists stores that opened from April 2024 to December 2024, and “BOOKOFF USA” lists stores that opened from March 2024 to November 2024.

Overseas business②

(1tsubo=3.31 square meters)						
Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space	Consolidated period
Directly operated	MASSAPEQUA Store		Jun. 28, 2024	United States of America	106 tsubo	2Q period
Directly operated	MONTEREY PARK Store		Sep. 19, 2024	United States of America	112 tsubo	3Q period
Directly operated	PHOENIX Store		Jan. 23, 2025	United States of America	111 tsubo	4Q period

Other businesses

(1tsubo=3.31 square meters)

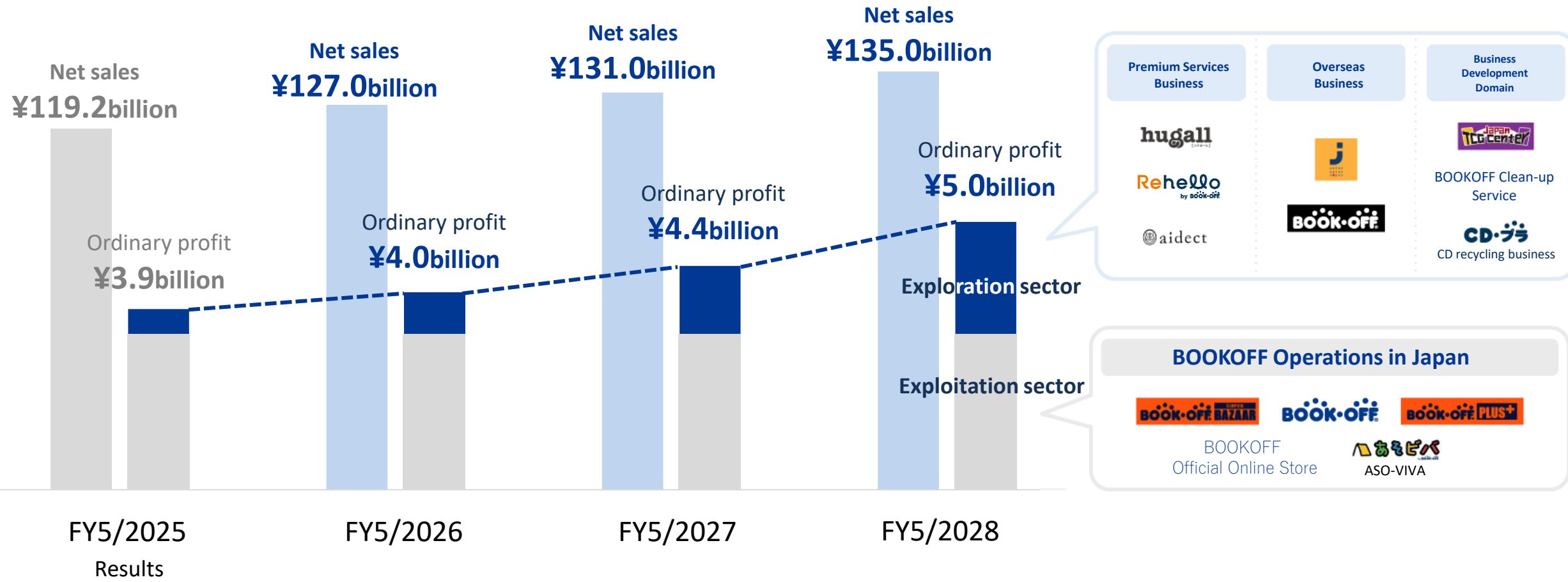
Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space	Consolidated period
Directly operated	Naha Okiei Street Store		Jun. 14, 2024	Naha City, Okinawa Prefecture	87 tsubo	1Q period
Directly operated	Kamata-eki-higashiguchi Store		Sep. 14, 2024	Ota-ku, Tokyo	45 tsubo	2Q period

Number of Group Stores

Year and month of operation		Year 2024					Year 2025						
		Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
BOOKOFF operations in Japan total		754	755	755	755	751	751	751	747	747	744	745	744
BOOKOFF operations in Japan	Directly operated	386	388	388	388	384	384	384	380	380	377	378	376
	Franchised	368	367	367	367	367	367	367	367	367	367	367	368
Premium services business		45	47	48	49	50	51	51	52	52	52	52	53
Overseas business total		30	31	31	34	34	37	39	40	41	41	42	43
Overseas business	Directly operated	24	25	25	28	28	30	32	33	33	33	34	35
	Franchised	6	6	6	6	6	7	7	7	8	8	8	8
Other business		5	5	5	6	6	6	6	6	6	6	6	6
Group total		834	838	839	844	841	845	847	845	846	843	845	846

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

**We're revising our ordinary profit forecast
for the fiscal year ending May 2028 upward to ¥5.0 billion.**



			(Million yen)	
	FY5/2025 Result	FY5/2026 Forecast	Change (amount)	Change (%)
Net sales	119,205	127,000	+7,794	106.5%
Operating profit	3,448	3,800	+351	110.2%
Ordinary profit	3,903	4,000	+96	102.5%
Profit attributable to owners of parent	2,101	2,200	+98	104.7%
Dividend per share	25円	30円	+5円	120.0%

- ✓ In the fiscal year ending May 2026, which will be the third year of our medium-term management policies, net sales will continue to grow due to growth at existing stores in the BOOKOFF operations in Japan and the opening of new stores in each business.
- ✓ In the BOOKOFF operations in Japan, we will continue to make business investments to build a sustainable structure while promoting initiatives to prevent recurrence. As a result of increased profits in overseas businesses, we expect consolidated operating profit, ordinary profit, and profit attributable to owners of parent to increase.
- ✓ Based on results through the fiscal year ending May 2025, the target for ordinary profit in the medium-term management policies ending in the fiscal year ending May 2028 has been revised upward to ¥5 billion.
- ✓ Furthermore, we plan to increase the year-end dividend by ¥5 to ¥30 per share.

**Be a source of an enjoyable and prosperous life
for as many people as possible**

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