Supplementary Material on the Financial Results for the Third Quarter of the Fiscal Year Ending August 2025

KOJIMA

(Tokyo Stock Exchange, Prime Market: 7513)

[Important Notes Regarding This Document]
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Summary of Third Quarter (Cumulative) Financial Results (Sep-May)

■ We achieved higher net sales and profits at all levels versus both the previous year and the forecast.

(million yen, %)	FY2024/8 3Q (cumulative)		FY2025/8 3Q (cumulative)					
	Results	% to sales	Forecast	% to sales	Results	% to sales	YoY	vs. Forecast
Net sales	198,709	100.0	206,707	100.0	210,123	100.0	105.7	101.7
Gross profit	54,103	27.23	56,654	27.41	57,044	27.15	105.4	100.7
SG&A expenses	49,601	25.0	51,752	25.0	51,527	24.5	103.9	99.6
Personnel expenses	18,029	9.1	19,142	9.3	19,137	9.1	106.1	100.0
Advertising expenses	923	0.5	1,218	0.6	1,119	0.5	121.1	91.8
Promotion expenses	1,746	0.9	1,840	0.9	1,854	0.9	106.2	100.8
Logistics expenses (Shipping)	8,304	4.2	8,274	4.0	8,225	3.9	99.1	99.4
Rent expenses	6,808	3.4	6,765	3.3	6,758	3.2	99.3	99.9
Utilities	1,318	0.7	1,463	0.7	1,449	0.7	109.9	99.0
Depreciation	1,099	0.6	1,046	0.5	1,061	0.5	96.5	101.4
Others	11,371	5.7	12,000	5.8	11,921	5.7	104.8	99.3
Operating profit	4,502	2.3	4,902	2.4	5,517	2.6	122.6	112.6
Non-operating income	281	0.1	384	0.2	381	0.2	135.4	99.3
Non-operating expenses	94	0.0	102	0.0	83	0.0	88.1	81.8
Ordinary profit	4,689	2.4	5,184	2.5	5,816	2.8	124.0	112.2
Extraordinary income	11	0.0	—	—	—	—	—	—
Extraordinary losses	66	0.0	16	0.0	40	0.0	61.5	251.0
Profit before income taxes	4,635	2.3	5,168	2.5	5,775	2.7	124.6	111.8
Corporate, inhabitant and business tax	614	0.3	781	0.4	1,270	0.6	206.8	162.5
Income taxes – deferred	768	0.4	895	0.4	530	0.3	69.0	59.2
Profit income	3,252	1.6	3,491	1.7	3,974	1.9	122.2	113.9

Financial Results Highlights (FY2025 1H, 3Q, cumulative)

■ In 3Q, while higher sales drove increased gross profit, rebranding expenses were recorded as growth investments for the future. Profits at all levels fell below the previous year's level.

(million yen, %)		1H			3Q			3Q (cumulative)		
		Results	YoY	vs. Forecast	Results	YoY	vs. Forecast	Results	YoY	vs. Forecast
Net sales		136,667	105.6	101.6	73,455	106.0	104.9	210,123	105.7	101.7
Operating profit		3,440	+1,252	+1,040	2,077	(236)	+615	5,517	+1,015	+615
Ordinary profit		3,688	+1,353	+1,188	2,127	(226)	+631	5,816	+1,126	+631
Profit income		2,491	+858	+941	1,483	(135)	+483	3,974	+722	+483
% to sales	Gross profit	27.2	+0.2	(0.3)	27.1	(0.6)	(0.8)	27.1	(0.1)	(0.3)
	SG&A Expenses	24.7	(0.6)	(1.1)	24.2	(0.1)	(1.5)	24.6	(0.4)	(0.5)
	Operating profit	2.5	+0.8	+0.7	2.8	(0.5)	+0.7	2.6	+0.4	+0.3
	Ordinary profit	2.7	+0.9	+0.8	2.9	(0.5)	+0.8	2.8	+0.4	+0.3
	Profit income	1.8	+0.6	+0.7	2.0	(0.3)	+0.6	1.9	+0.3	+0.2

Net Sales (By Sales Channel)

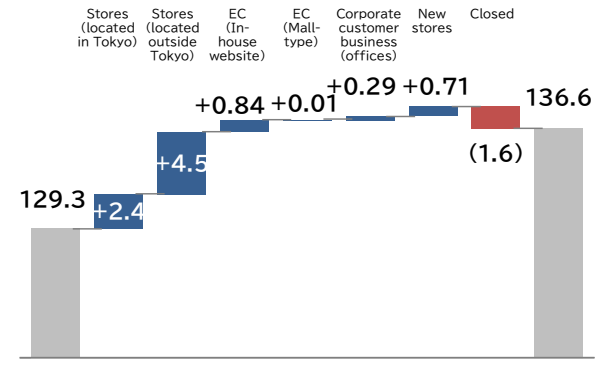
■ Sales increased across all existing sales channels. Stores in Tokyo and the in-house website in particular experienced growth.

(million yen, %)	1H				3Q				3Q (cumulative)			
	FY2024/8	FY2025/8			FY2024/8	FY2025/8			FY2024/8	FY2025/8		
	Results	Results	Difference	YoY	Results	Results	Difference	YoY	Results	Results	Difference	YoY
Total	129,385	**136,667**	+7,282	105.6	69,324	**73,455**	+4,131	106.0	198,709	**210,123**	+11,414	105.7
Existing stores	125,776	133,952	+8,175	106.5	67,608	71,812	+4,204	106.2	193,385	205,765	+12,380	106.4
Stores	102,331	109,368	+7,037	106.9	55,206	58,296	+3,089	105.6	157,537	167,664	+10,127	106.4
29 stores located in Tokyo	25,597	28,081	+2,483	109.7	14,075	14,734	+658	104.7	39,673	42,815	+3,141	107.9
107 stores located outside Tokyo	76,733	81,287	+4,554	105.9	41,130	43,561	+2,431	105.9	117,863	124,849	+6,985	105.9
EC	17,678	18,526	+848	104.8	8,974	9,828	+854	109.5	26,652	28,354	+1,702	106.4
In-house website	4,244	5,087	+842	119.9	2,322	2,508	+186	108.0	6,566	7,596	+1,029	115.7
Mall-type EC site	13,433	13,439	+5	100.0	6,651	7,319	+667	110.0	20,085	20,758	+673	103.4
Corporate customer business (offices)	5,767	6,057	+290	105.0	3,427	3,688	+260	107.6	9,195	9,745	+550	106.0
New stores, Closed	3,608	2,714	(893)	75.2	1,715	1,643	(72)	95.8	5,324	4,358	(966)	81.9

1H

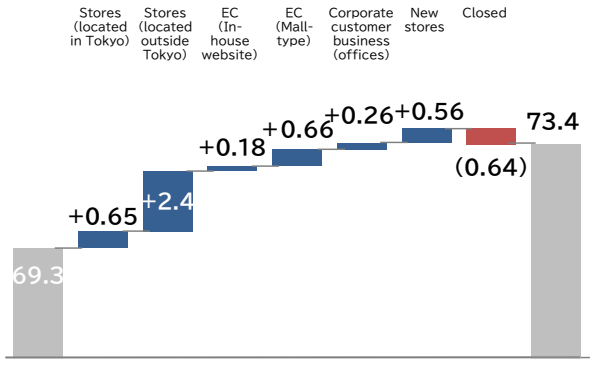
(billion yen)

+ 7.2



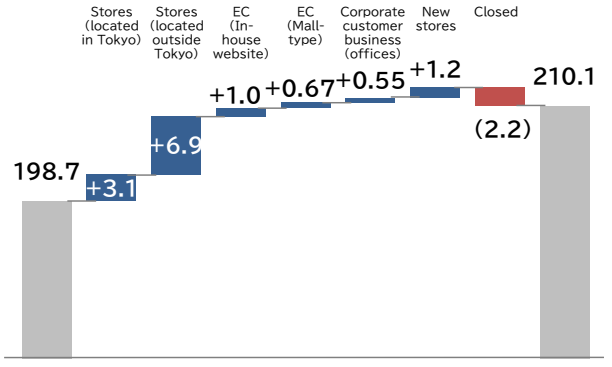
3Q

+ 4.1



3Q (cumulative)

+ 11.4



Net Sales (By Product)

■ Cellular phones performed well, with a +27.9% year-on-year increase. Sales of housing equipment, air conditioners, and other products remained strong as well.

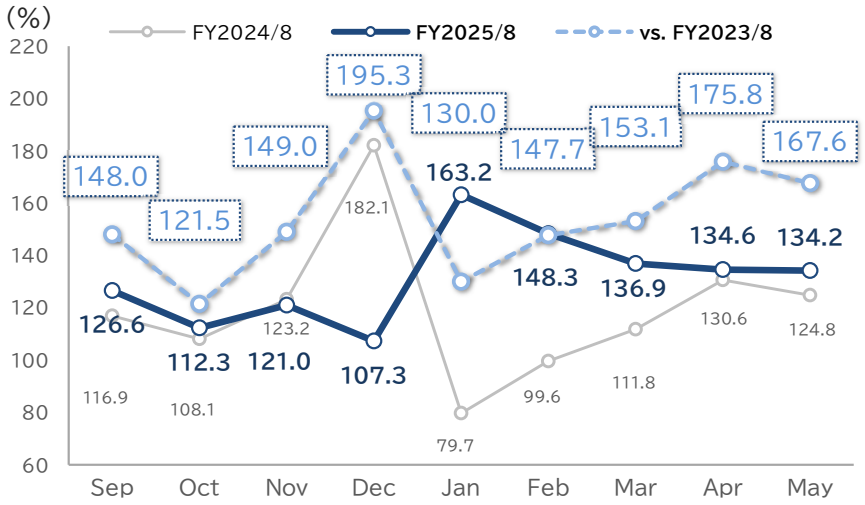
(million yen, %)	1H					3Q					3Q (cumulative)				
	FY2024/8		FY2025/8			FY2024/8		FY2025/8			FY2024/8		FY2025/8		
	Amount	Composition ratio	Amount	Composition ratio	YoY	Amount	Composition ratio	Amount	Composition ratio	YoY	Amount	Composition ratio	Amount	Composition ratio	YoY
Audio visual products	20,116	15.5	20,106	14.7	99.9	10,034	14.5	9,683	13.2	96.5	30,151	15.2	29,789	14.2	98.8
Cameras	3,200	2.5	3,329	2.4	104.0	1,998	2.9	1,867	2.5	93.5	5,199	2.6	5,197	2.5	100.0
TVs	9,251	7.2	9,472	6.9	102.4	4,406	6.4	4,316	5.9	98.0	13,658	6.9	13,788	6.6	101.0
Recorders and video cameras	1,909	1.5	1,729	1.3	90.6	793	1.1	790	1.1	99.6	2,703	1.4	2,520	1.2	93.2
Audios	1,916	1.5	1,726	1.3	90.1	965	1.4	885	1.2	91.7	2,882	1.5	2,612	1.2	90.6
Home appliances	55,298	42.7	56,826	41.6	102.8	29,806	43.0	29,864	40.6	100.2	85,105	42.8	86,691	41.3	101.9
Refrigerators	9,357	7.2	9,372	6.9	100.2	5,496	7.9	5,032	6.9	91.6	14,853	7.5	14,405	6.9	97.0
Washing machines	9,619	7.4	9,933	7.3	103.3	5,584	8.1	5,499	7.5	98.5	15,204	7.7	15,432	7.3	101.5
Kitchen appliances	8,278	6.4	8,135	6.0	98.3	4,103	5.9	4,183	5.7	101.9	12,381	6.2	12,318	5.9	99.5
Seasonal home electronics	11,639	9.0	12,503	9.1	107.4	6,837	9.9	7,067	9.6	103.4	18,477	9.3	19,571	9.3	105.9
(Air conditioners) ③	6,700	5.2	7,282	5.3	108.7	5,678	8.2	5,832	7.9	102.7	12,379	6.2	13,115	6.2	105.9
Personal care electronics	6,282	4.9	6,432	4.7	102.4	2,886	4.2	3,050	4.2	105.7	9,169	4.6	9,483	4.5	103.4
Information communications equipment products	38,409	29.7	43,222	31.6	112.5	21,248	30.7	25,322	34.5	119.2	59,658	30.0	68,545	32.6	114.9
PCs ④	7,491	5.8	7,411	5.4	98.9	5,327	7.7	5,667	7.7	106.4	12,819	6.5	13,079	6.2	102.0
PC peripherals	4,926	3.8	5,334	3.9	108.3	2,611	3.8	2,993	4.1	114.6	7,537	3.8	8,327	4.0	110.5
Cellular phones ①	17,858	13.8	22,190	16.2	124.3	9,125	13.2	12,325	16.8	135.1	26,983	13.6	34,515	16.4	127.9
Other products	14,839	11.5	15,799	11.6	106.5	7,869	11.4	8,233	11.2	104.6	22,708	11.4	24,033	11.4	105.8
Video games	4,744	3.7	5,068	3.7	106.8	1,948	2.8	1,455	2.0	74.7	6,692	3.4	6,523	3.1	97.5
Sporting goods	982	0.8	1,115	0.8	113.6	613	0.9	669	0.9	109.2	1,595	0.8	1,785	0.8	111.9
Toys	2,216	1.7	2,315	1.7	104.5	862	1.2	915	1.2	106.1	3,079	1.5	3,230	1.5	104.9
Medicine and daily goods	757	0.6	755	0.6	99.8	399	0.6	410	0.6	102.8	1,157	0.6	1,166	0.6	100.8
Retail goods sales	128,665	99.4	135,955	99.5	105.7	68,957	99.5	73,104	99.5	106.0	197,623	99.5	209,059	99.5	105.8
Other business	720	0.6	712	0.5	98.9	366	0.5	351	0.5	96.0	1,086	0.5	1,064	0.5	98.0
Total	129,385	100.0	136,667	100.0	105.6	69,324	100.0	73,455	100.0	106.0	198,709	100.0	210,123	100.0	105.7
(Housing equipment) ②*	4,282	3.3	4,670	3.4	109.1	2,106	3.0	2,798	3.8	132.9	6,388	3.2	7,468	3.6	116.9

*The figures included in each product category are separately aggregated.

Note) The details for each product category are excerpts.

Net Sales (By Product) * YoY Comparison of Orders Received (POS basis)

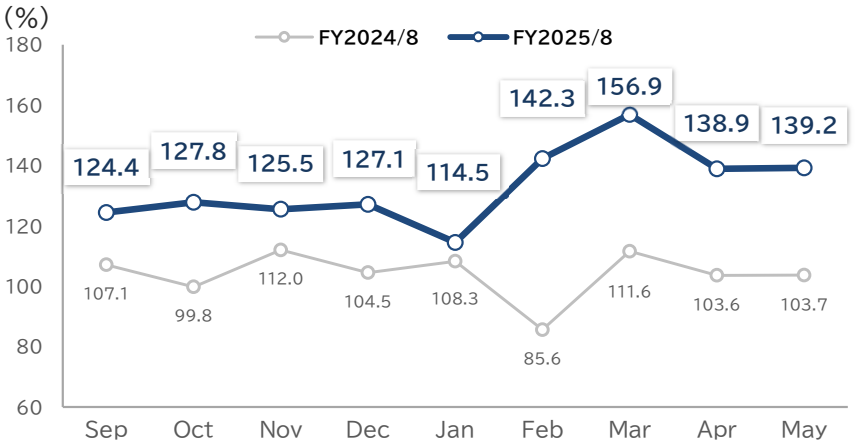
① Cellular phones



■FY2024 In December 2023, the revision of the Telecommunications Business Act led to a rush of demand, and the reactionary fall in demand caused sales to drop after January.

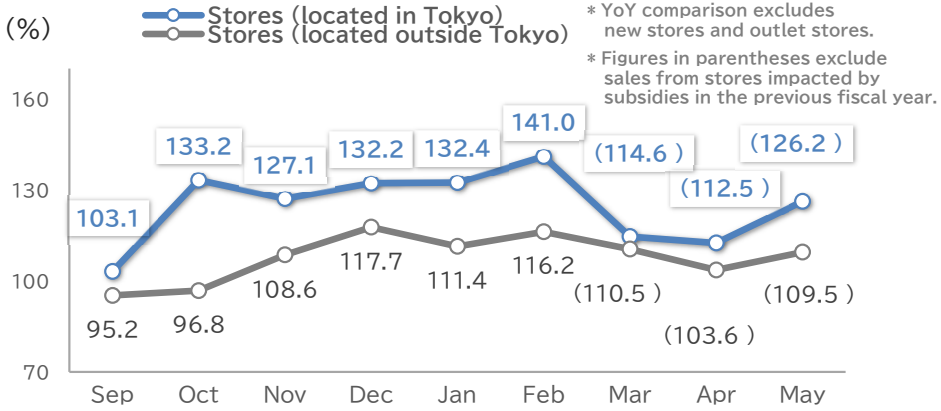
■FY2025 The impact of the re-regulation due to the revision of the same Act in December 2024 was minor, and sales continued to be strong.
* Sales remained strong compared to the fiscal year before last.

② Housing equipment



■FY2025 Sales remained strong mainly at stores in Tokyo due to the impact of subsidy programs such as Zero Emission Tokyo Housing.

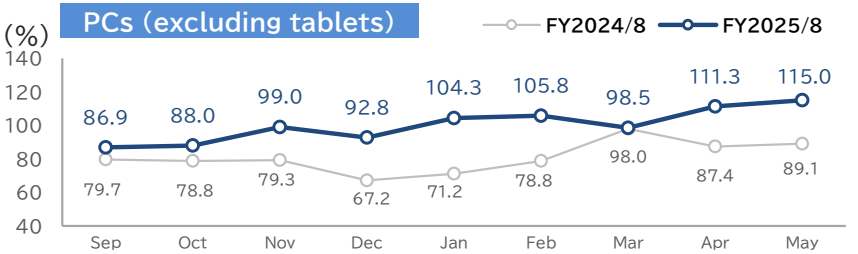
③ Air conditioners



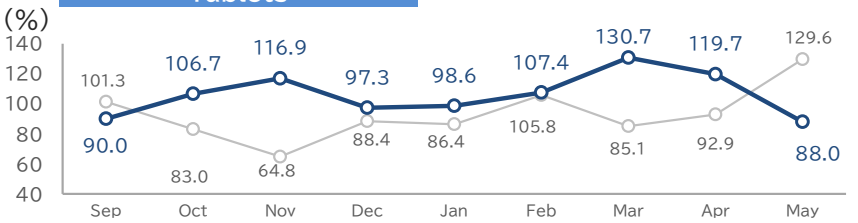
■FY2025 Changes in the Zero Emission Tokyo Strategy led to strong sales, mainly at stores in Tokyo.

④ PCs/tablets

PCs (excluding tablets)



Tablets



■FY2024 Sales continued to be sluggish due to the ongoing reactionary fall from teleworking and other demands.

■FY2025 Tablets: Sales remained strong in 3Q thanks to new life demand.
PCs: Increased rush demand before the end of Windows 10 support led to growth in sales of notebook PCs and other products.

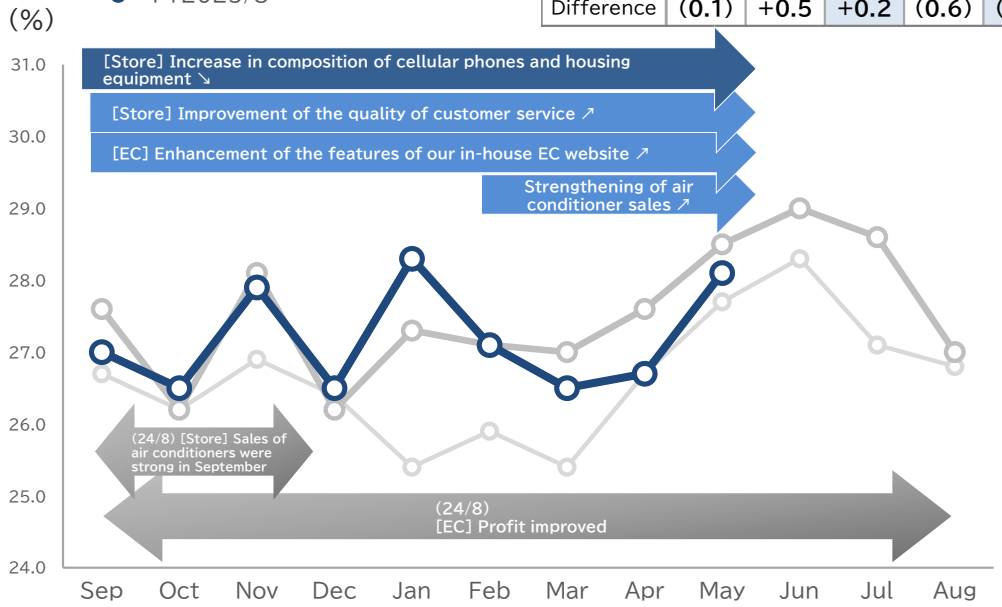
Gross Profit Margin

■ Gross profit margin declined due to an increased sales composition of cellular phones and other products, which have relatively lower profit margins.

Total

YoY difference in gross profit margin 3Q (cumulative) (0.1)P

(%)	1Q	2Q	1H	3Q	Cumulative
FY2024	27.3	26.8	27.0	27.6	27.2
FY2025	27.2	27.2	27.2	27.1	27.1
Difference	(0.1)	+0.5	+0.2	(0.6)	(0.1)



■FY2024 3Q (cumulative)

(EC) We implemented the optimization of the product mix on each EC site and other measures.

(Stores) We strengthened the sales of high value-added products, primarily white goods, by enhancing our customer service and expertise.

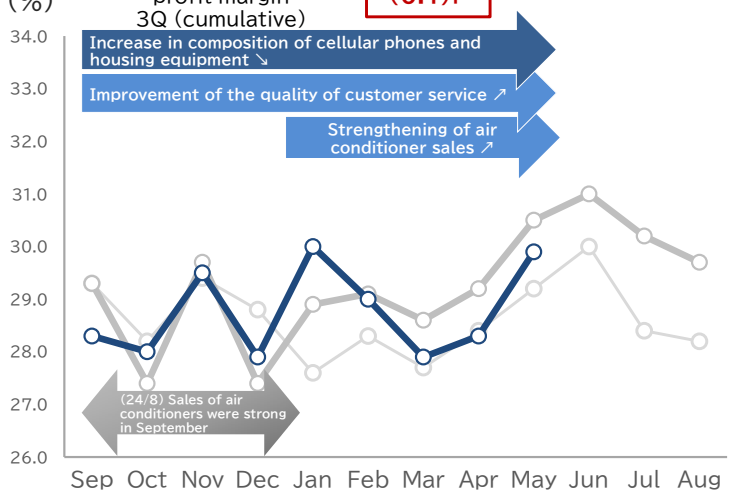
■FY2025 3Q (cumulative)

(EC) The enhanced features of our in-house EC website, such as improved content and expanded payment options, primarily drove strong sales of large white goods.

(Stores) Sales declined due to an increased sales composition of cellular phones and housing equipment, which have relatively lower profit margins.
Sales rose as a result of improved customer service quality and stronger air conditioner sales.

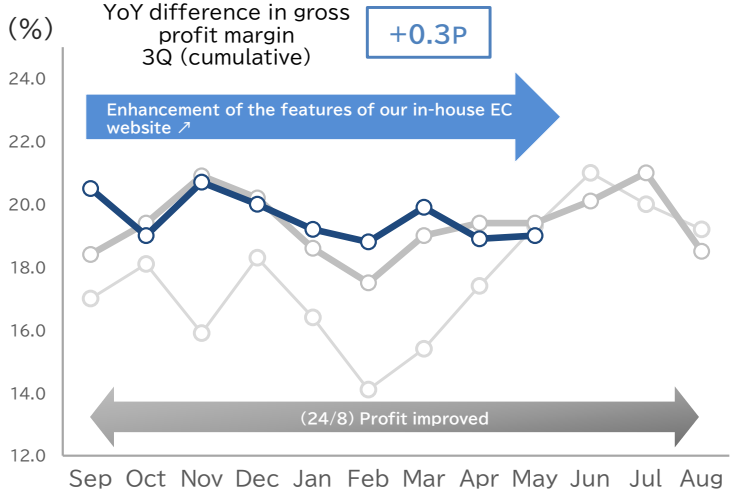
Stores

YoY difference in gross profit margin 3Q (cumulative) (0.1)P



EC

YoY difference in gross profit margin 3Q (cumulative) +0.3P



SG&A Expenses

■ In addition to investments in human capital and systems, expenses for rebranding were recorded. We proactively invested for future growth.

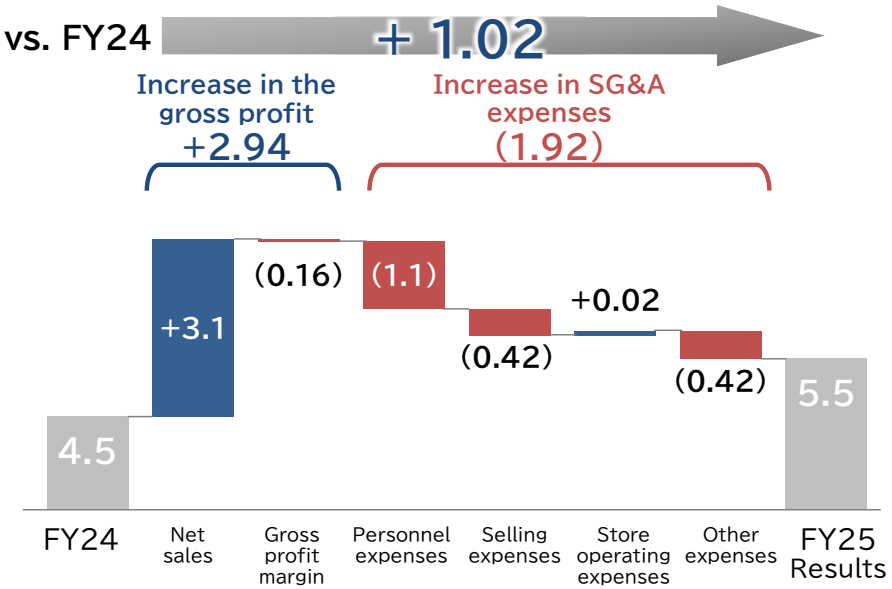
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Depreciation	1,099	0.6	1,046	0.5	1,061	0.5	96.5	101.4
Others	11,371	5.7	12,000	5.8	11,921	5.7	104.8	99.3
(System maintenance expenses)	1,468	0.7	1,558	0.8	1,555	0.7	105.9	99.8

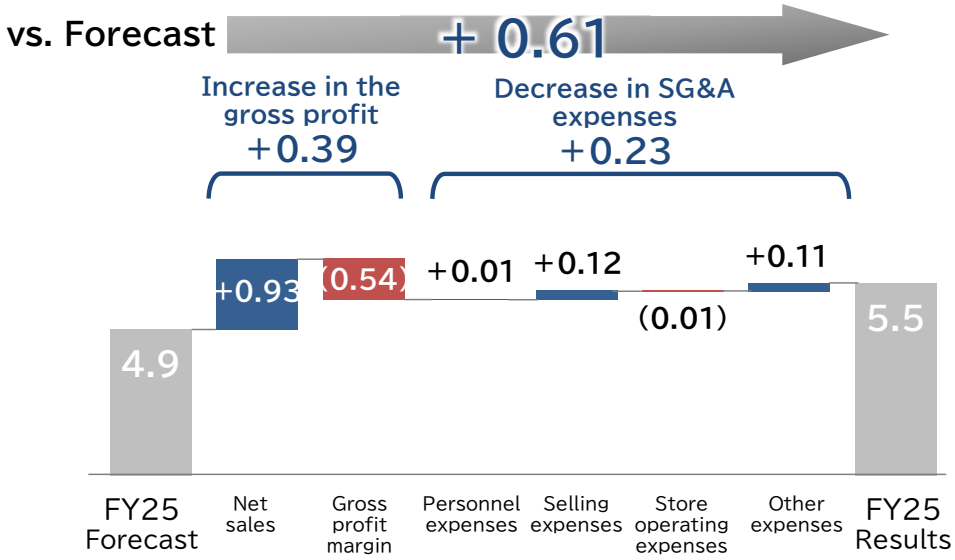
	YoY difference	vs. Forecast	Factors for YoY difference
■ Personnel expenses	+1,108 million yen	(5) million yen	Personnel expenses increased due to proactive investments in improving employee compensation and creating better working environments, as well as a campaign to grant employees 70 shares through the Employee Shareholding Association, etc.
■ Advertising expenses Promotion expenses (Including the expenses for exhibited products)	+304 million yen	(85) million yen	The Company's 70th anniversary project rebranding initiative incurred additional expenses (celebrity contracts, commercial production, promotions, etc.).
■ Logistics expenses (Shipping)	(79) million yen	(49) million yen	Logistics center expenses declined due to reduced inbound quantities of small and medium-sized items, and lower installation and delivery fees resulting from fewer deliveries of large appliances (TVs, refrigerators).
■ Others (System maintenance expenses)	+550 million yen +87 million yen	(79) million yen (3) million yen	System maintenance expenses increased due to system investments (+87 million yen). Payment processing fees increased due to growth in EC sales (+67 million yen). Repair expenses increased due to store renovations (+41 million yen).
Total	+1,926 million yen	(225) million yen	

Operating Profit

Factors for increase/decrease 3Q (cumulative)

(billion yen)

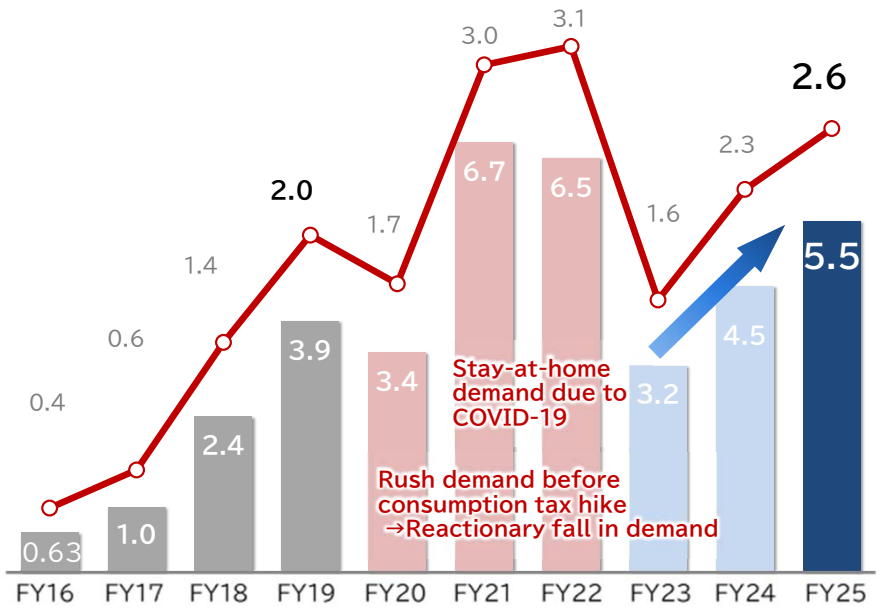


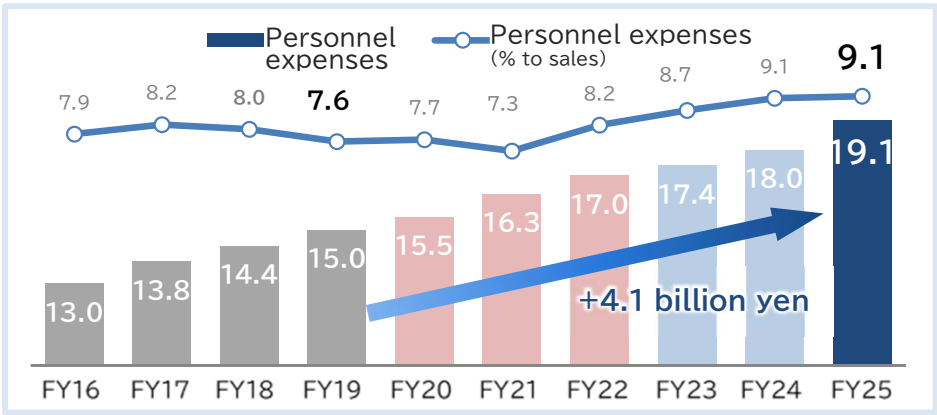


Changes in operating profit 3Q (cumulative)

(billion yen, %) Operating profit / Operating profit margin

Sep. 2019 (FY2020 1H) : Rush demand before consumption tax hike
From Oct. 2019 (FY2020 1H) : Reactionary fall in demand following rush demand before consumption tax hike
From Mar. 2020 (FY2020 2H) : Stay-at-home demand and teleworking-related demand due to COVID-19





Balance Sheet

(million yen)	As of Aug 31, 2024	As of May 31, 2025	Increase / Decrease
Total current assets	**77,679**	**83,537**	**5,858**
Cash and deposits	24,458	21,953	(2,504)
Accounts receivable – trade	10,886	12,705	1,819
Merchandise	35,459	40,827	5,368
Total non-current assets	**36,981**	**37,289**	**308**
Total property, plant and equipment	16,296	17,345	1,048
Total intangible assets	833	860	27
Total investments and other assets	19,851	19,083	(767)
Total assets	**114,660**	**120,827**	**6,166**
Total current liabilities	**36,450**	**36,852**	**401**
Accounts payable – trade	13,128	14,218	1,090
Current portion of long-term borrowings / bonds payable	3,596	2,594	(1,002)
Accounts payable – other	8,563	6,955	(1,608)
Total non-current liabilities	**11,730**	**14,480**	**2,749**
Long-term borrowings	3,633	6,605	2,972
Total liabilities	**48,181**	**51,332**	**3,151**
Total retained earnings	25,226	27,969	2,743
Total net assets	**66,479**	**69,494**	**3,015**
Total liabilities and net assets	**114,660**	**120,827**	**6,166**

Assets

■Cash and deposits

- Decrease due to procurement of goods
- Decrease due to the payment of dividends
- Decrease due to settlement of accounts payable
- Increase due to procurement of borrowings

■Merchandise

- Increase in sales of well-performing cellular phones
- Increase in PCs and peripherals preparing for rush demand before the end of Windows 10 support
- Increase in air conditioners ahead of the summer sales season

Liabilities

■Accounts payable - other

- Decrease due to payments of corporate and consumption taxes

■Interest-bearing debt (Long-term borrowings)

- Increase due to financing for capital investment

(million yen, %)	As of May 31, 2024	As of Aug 31, 2024	As of May 31, 2025
Interest-bearing debt	6,175	7,230	9,199
D/E ratio	0.09	0.11	0.13

Net assets

■Retained earnings

- Payment of dividends (1,231)
- Profit income +3,974

Store Development

Number of stores	FY2024 Aug. 31	FY2025 Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	End of 3Q
All stores	139	139	139	140	140	140	140	140	141	141	141
New Open				+1					+1		+2
Closed											

New Open

- On November 30, 2024 Kojima & BicCamera CiiNA CiiNA Tonden Store (Sapporo City, Hokkaido)
- On April 26, 2025 Kojima & BicCamera Konan Tanashi Store (Nishitokyo City, Tokyo)

Stores that have established a sales area for reused products

Total	19 stores in total
1Q	5 stores
2Q	5 stores
3Q	9 stores

- March 2025 Kojima & BicCamera Adachi Kahei Store and others
- April 2025 Kojima & BicCamera Utsunomiya Main Store and others
- May 2025 Kojima & BicCamera Naha Store and others



Number of stores, %		End of 3Q	Composition ratio
All stores		141	–
Store format	Stand-alone stores	79	56.0
	Supermarket complex *Includes 1 outlet store	31	22.0
	Shopping mall	19	13.5
	Other complex stores	12	8.5

Number of stores, %		End of 3Q	Composition ratio
All stores		141	–
Region	Hokkaido/Tohoku	18	12.8
	North Kanto	15	10.6
	South Kanto (Tokyo, etc.) *Includes 31 stores in Tokyo	70	49.6
	Chubu	15	10.6
	Kinki/Chugoku *Includes 1 outlet store	14	9.9
	Kyushu/Okinawa	9	6.4

Stand-alone stores



Supermarket complex



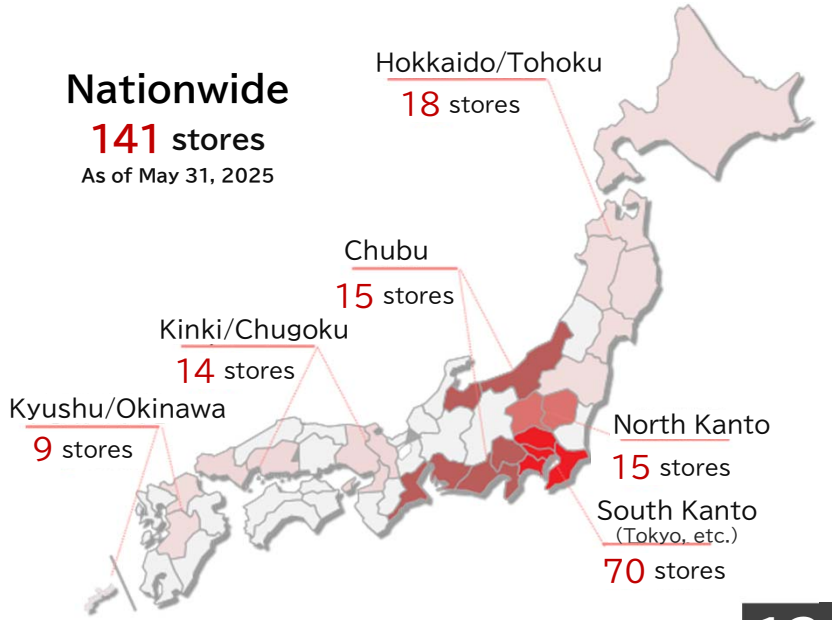
Shopping mall



Other complex stores



Nationwide
141 stores
As of May 31, 2025



1. Summary of the Financial Results for the Third Quarter of the Fiscal Year Ending August 2025
2. Earnings Forecast for the Fiscal Year Ending August 2025
3. Topics

Earnings Forecast (FY2025/8)

■ The full-year forecast remains unchanged from the revised forecast announced on April 7.

(million yen, %)		1H			2H			Full year		
		FY2025/8	FY2025/8		FY2025/8	FY2025/8		FY2025/8	FY2025/8	
		Previous forecast	Results	vs. Previous forecast	Previous forecast	Revised forecast	vs. Previous forecast	Previous forecast	Revised forecast	vs. Previous forecast
Net sales		134,500	136,667	101.6	140,800	142,032	100.9	275,300	278,700	101.2
Operating profit		2,400	3,440	143.3	4,000	4,109	102.7	6,400	7,550	118.0
Ordinary profit		2,500	3,688	147.5	4,150	4,161	100.3	6,650	7,850	118.0
Profit income		1,550	2,491	160.7	2,650	2,658	100.3	4,200	5,150	122.6
% to sales	Gross profit	27.5	27.2	(0.3)	28.4	28.2	(0.2)	28.0	27.7	(0.3)
	SG&A expenses	25.7	24.7	(1.1)	25.6	25.4	(0.2)	25.7	25.0	(0.7)
	Operating profit	1.8	2.5	+0.7	2.8	2.9	+0.1	2.3	2.7	+0.4
	Ordinary profit	1.9	2.7	+0.8	2.9	2.9	+0.0	2.4	2.8	+0.4
	Profit income	1.2	1.8	+0.6	1.9	1.9	+0.0	1.5	1.8	+0.3

Dividends and Purchase of Treasury Shares

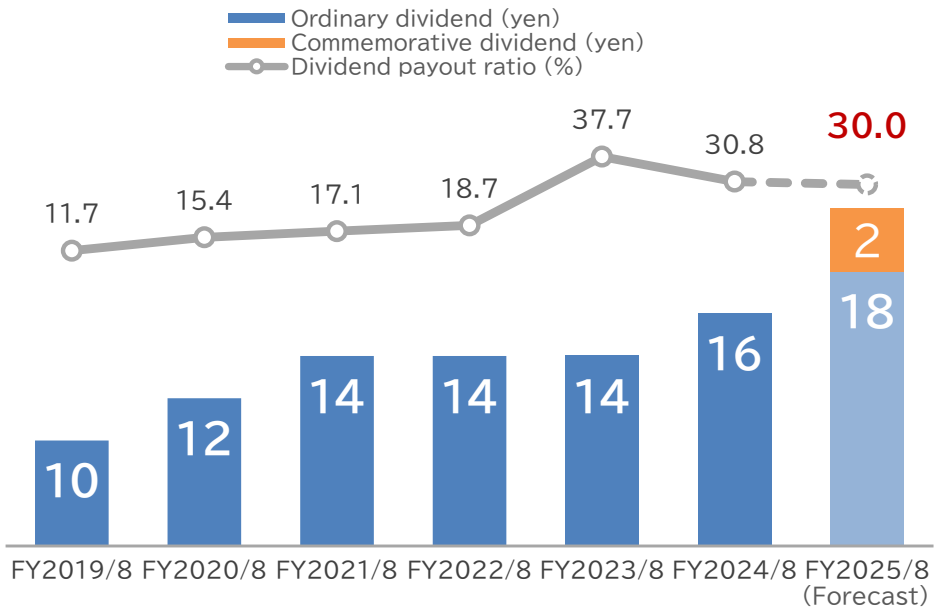
		FY2019/8	FY2020/8	FY2021/8	FY2022/8	FY2023/8	FY2024/8	FY2025/8 (Forecast)
Dividends per share (yen)	**Total**	**10**	**12**	**14**	**14**	**14**	**16**	**20**
	1H	0	0	0	0	0	0	0
	2H	10	12	14	14	14	16	20
Total cash dividends (million yen)		776	931	1,079	1,079	1,080	1,231	1,546
Dividend payout ratio (%)		11.7	15.4	17.1	18.7	37.7	30.8	30.0
Purchase of treasury shares	Number of shares (in thousands)	300	–	500	–	–	300	–
	Total acquisition (million yen)	154	–	419	–	–	279	–

70th Anniversary Commemorative Dividend

"Notice Concerning Revision of Dividend Forecast (Commemorative Dividend to Celebrate the Company's 70th Anniversary)" (released on July 10, 2025)

To commemorate the Company's 70th anniversary, we have decided to pay an ordinary dividend of 18 yen per share, plus a commemorative dividend of **2 yen** per share, for a total of 20 yen per share for the fiscal year ending August 31, 2025.





1. Summary of the Financial Results for the Third Quarter of the Fiscal Year Ending August 2025
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Topics ①

Approach to rebranding

Various rebranding initiatives for shareholders to mark the Company's 70th anniversary Aiming to strengthen our brand power

New brand message announced

Big Sunny Smile
笑顔で、地域に陽だまりを。

・Actress Nao appointed as ambassador for the 70th anniversary

Deployment of new commercials and the launch of the Kojima 70th anniversary website, etc.

・Airing of new TV and web commercials featuring Nao
・Launch of the Kojima 70th anniversary website
・Related posts on social media accounts

70th anniversary thank-you sale, direct mail, and app lottery events

・First phase of the 70th Anniversary Celebration event held during Golden Week
The second phase to be held during the summer sales season (starting June 20)

Employee Shareholding Association: Special incentive of 70 shares granted

・Improve employee engagement
・Enhance awareness of participatory management through the granting of the Company's shares

70th Anniversary Commemorative Dividend

・For the fiscal year ending August 31, 2025, we have decided to pay an ordinary dividend of 18 yen per share, plus a commemorative dividend of 2 yen per share, for a total of 20 yen per share.

New commercial announcement event (April 24, 2025)

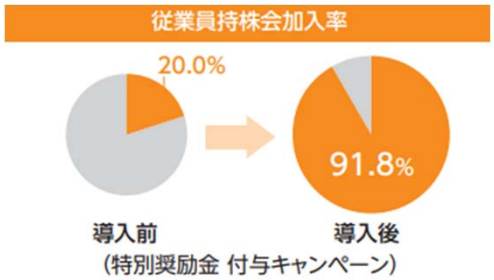
Released our new brand message and new commercials to media representatives



—Kojima Statement—







Topics ②

Strengthening of air conditioner sales

Sales staff training, and expansion of warranty services

・Urge employees to obtain Home Appliances Advisor qualifications, and enact the Air Conditioner Meister training program

・Add lightning strike coverage to long-term air conditioner warranties





Strengthening of EC business

Expansion of delivery services

・Add delivery partners to strengthen internal delivery network
Launch same-day delivery at the earliest in designated areas



Service areas	Designated areas in Tokyo, Kanagawa, Saitama, Chiba, and Osaka		
	Before expansion	Current	
Tokyo (23 wards) area	Purchases before 5:00 p.m. Earliest available delivery: Next-day	Purchases before 2:00 p.m. Earliest available delivery: Same-day	Purchases before midnight Earliest available delivery: Next-day
Osaka area		Purchases before 1:00 p.m. Earliest available delivery: Same-day	
Kanagawa, Saitama, and Chiba areas		Purchases before 11:00 a.m. Earliest available delivery: Same-day	

Human capital management initiatives

Formulated the Basic Policy on Customer Harassment (March 24, 2025)

・Respect the human rights of all employees including business partners, and ensure a safe work environment

External evaluation

Evaluation by ESG assessment organizations

・Selected again for inclusion in FTSE Blossom Japan Index and FTSE Blossom Japan Sector Relative Index

FTSE Blossom Japan Index

FTSE Blossom Japan Sector Relative Index