## Consolidated Summary Report for the Fiscal Year Ended March 31, 2017 [Japanese GAAP]

Company Name: BOOKOFF CORPORATION LIMITED Code Number: 3313
Representative: Yasutaka Horiuchi, President and CEO
Inquiries: Kenichi Tamura, General Manager of Corporate Planning Department Telephone: +81-42-750-8588

General meeting of shareholders:
Dividend payment date:
Securities report issue date:
Supplementary materials of financial results:
Financial results briefing:

June 24, 2017
June 26, 2017
June 26, 2017
Yes
Yes

Stock Exchange: Tokyo
URL: http://www.bookoff.co.jp/en/
(Amounts less than one million yen are rounded down)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 (April 1, 2016 - March 31, 2017)
(1) Consolidated Results of Operations (Percentage figures for net sales and profits represent year-on-year changes)


(Note) Comprehensive income
Fiscal year ended Mar. 31, 2017: $\quad ¥(1,212)$ million (n.a.)
Fiscal year ended Mar. 31, 2016: $\quad ¥(596)$ million (n.a.)

|  | Net income per <br> share | Fully diluted net <br> income per share | Return on <br> equity | Ratio of ordinary <br> profit to total assets | Operating <br> profit margin |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Yiscal year ended Mar. 31, 2017 | Yen | Yen | $\%$ | $\%$ | $\%$ |
| Fiscal year ended Mar. 31, 2016 | $(56.41)$ | - | $(7.7)$ | 1.2 | 0.1 |

(Reference) Equity in earnings (losses) of associates
Fiscal year ended Mar. 31, 2017: $¥(6)$ million Fiscal year ended Mar. 31, 2016: $¥(2)$ million
(2) Consolidated Financial Condition

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Million yen | Million yen | $\%$ | Yen |
| As of Mar. 31, 2017 | 51,047 | 14,242 | 27.9 | 693.15 |
| As of Mar. 31, 2016 | 50,514 | 15,968 | 31.6 | 777.15 |

(Reference) Shareholders’ equity As of Mar. 31, 2017: $¥ 14,242$ million As of Mar. 31, 2016: $¥ 15,968$ million
(3) Consolidated Cash Flows

|  | Cash flows from <br> operating activities | Cash flows from <br> investing activities | Cash flows from <br> financing activities | Cash and cash equivalents <br> at the end of period |
| :--- | ---: | ---: | ---: | ---: |
|  | Million yen | Million yen | Million yen | Million yen |
| Fiscal year ended Mar. 31, 2017 | 1,965 | $(2,054)$ | 224 | 15,268 |
| Fiscal year ended Mar. 31,2016 | 604 | $(3,537)$ | 2,674 | 15,127 |

## 2. Dividends

|  | Dividend per share |  |  |  |  | Total dividends | Dividend <br> payout ratio <br> (Consolidated) | Dividends on net assets ratio (Consolidated) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1Q | End of 2Q | $\begin{gathered} \text { End of } \\ 3 Q \\ \hline \end{gathered}$ | End of FY | Full year |  |  |  |
|  | Yen | Yen | Yen | Yen | Yen | $\begin{array}{r} \text { Million } \\ \text { yen } \end{array}$ | \% | \% |
| Fiscal year ended Mar. 31, 2016 | - | - | - | 25.00 | 25.00 | 513 | - | 3.1 |
| Fiscal year ended Mar. 31, 2017 | - | - | - | 10.00 | 10.00 | 205 | - | 1.4 |
| $\begin{array}{l}\text { Fiscal year ending Mar. 31, } 2018 \\ \text { (est.) }\end{array}$ | - | - | - | 10.00 | 10.00 |  | 205.3 |  |

## 3. Consolidated Forecast for the Fiscal Year Ending March 31, 2018 (April 1, 2017 - March 31, 2018)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attributable to <br> owners of parent |  | Net income <br> per share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Full year | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Yen |
| 82,000 | 0.8 | 500 | 329.0 | 950 | 61.3 | 100 | - | 4.87 |  |

[^0]
## Notes:

1. Significant changes in subsidiaries during the period (changes in specific subsidiaries accompanied by changes in the scope of consolidation): None

New: - (company name) Excluded: - (company name)
2. Changes in accounting policies and accounting-based estimates, and restatements
(1) Changes due to revision of accounting standards: Yes
(2) Changes due to other reasons: None
(3) Changes in accounting-based estimates: None
(4) Restatements: None

Note: Please see " 3 . Consolidated Financial Statements and Notes, (5) Notes to Consolidated Financial Statements, Change in Accounting Policy" on page 18 of the attachments for further information.
3. Number of shares outstanding (common shares) (Shares)
(1) Shares outstanding (including treasury shares)
(2) Treasury shares
(3) Average number of shares outstanding

| As of Mar. 31, 2017 | $22,573,200$ | As of Mar. 31, 2016 | $22,573,200$ |
| :--- | :--- | :--- | :--- |
| As of Mar. 31, 2017 | $2,025,782$ | As of Mar. 31, 2016 | $2,025,782$ |
| Fiscal year ended Mar. 31, 2017 | $20,547,418$ | Fiscal year ended Mar. 31, 2016 | $20,578,729$ |

(Reference) Non-consolidated Financial Results
Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2017(April 1, 2016 - March 31, 2017)
(1) Non-consolidated Results of Operations (Percentage figures represent year-on-year changes)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | YoY change \% | Million yen | $\begin{array}{r} \text { YoY change } \\ \% \end{array}$ | Million yen | YoY change \% | Million yen | YoY change |
| Fiscal year ended Mar. 31, 2017 | 68,617 | 4.1 | 306 | - | 739 | 255.5 | $(2,681)$ | - |
| Fiscal year ended Mar. 31, 2016 | 65,930 | 7.8 | (241) | - | 208 | (89.9) | (221) | - |


|  | Net income per share | Fully diluted net income per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| Fiscal year ended Mar. 31, 2017 | $(130.49)$ | - |
| Fiscal year ended Mar. 31,2016 | $(10.72)$ | - |

(2) Non-consolidated Financial Condition

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Million yen | Million yen | $\%$ | Yen |
| As of Mar. 31, 2017 | 49,601 | 13,579 | 27.4 | 660.86 |
| As of Mar. 31, 2016 | 50,795 | 16,802 | 33.1 | 817.72 |

(Reference) Shareholders' equity
As of Mar. 31, 2017: $¥ 13,579$ million As of Mar. 31, 2016: $¥ 16,802$ million

* The current financial report is not subject to audit procedures.
* Cautionary statement regarding forecasts of operating results and special notes
(Forward-looking statements)
Forward-looking statements in these materials are based on information available to management at the time this report was prepared and assumptions that management believes are reasonable. This report is not promises by the Company regarding future performance. Actual results may differ materially from those projected in the forward-looking statements due to a variety of factors. Please see " 1 . Overview of Results of Operations" on page 5 of the attachments for items pertaining to the forecast stated above.


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4. Overview of Results of Operations
(1) Results of Operations

The BOOKOFF Group focuses on its core reuse business, which helps pre-owned goods find new value in a new home. The business mission is to become BOOKOFF for people who don't let things go to waste and a partner offering infrastructure for a waste-free lifestyle for people who don't want to toss things away. The Group is striving to help create a truly recycle-based society through the reuse of pre-owned goods across a wide range of categories including books, CDs, DVDs, games, home appliances, apparel, sporting goods, baby goods and other miscellaneous household items.

To accomplish this mission and continue growing, our business activities are guided by two basic policies. First is maximizing purchases by leveraging the comprehensive power of the BOOKOFF Group. Second is maximizing sales efficiency in stores and using the Internet.

In the fiscal year that ended on March 31, 2017, there were numerous initiatives to strengthen purchasing activities and sell merchandise more efficiently. While continuing to open stores, mainly comprehensive largeformat stores, we took actions aimed at generating benefits from sales of reuse home appliances and online sales of store merchandise. There were also rigorous and extensive cost controls.

Guided by these management policies, we are accelerating the pace of new store openings and remodels with BOOKOFF SUPER BAZAAR (a comprehensive large-format store of BOOKOFF and other stores carrying a variety of reuse merchandise) and BOOKOFF PLUS (BOOKOFF stores combining apparel-related reuse merchandise) formats as our core package of retail outlets. During the fiscal year, we opened five BOOKOFF SUPER BAZAAR stores and one BOOKOFF PLUS store. In addition, six BOOKOFF stores were converted into the BOOKOFF PLUS store format.

Following the previous fiscal year, the existing BOOKOFF stores continued to focus on the purchase and sale of reuse home appliances and submitting store merchandise to the YAHUOKU! Internet auction service of Yahoo Japan. In addition, there were more training activities for new part-time workers added in the previous fiscal year in preparation for the expected growth in purchases and sales of existing products along with reuse home appliances. Moreover, there were many cost-cutting actions that reflected the volume of merchandise purchased and sold by each store.

In the BOOKOFF Online Business, the Group took actions to support growth aimed at offering customers the largest possible selection of used books following the expansion of warehouses in the previous fiscal year. In the HUGALL Business, as in the previous fiscal year, there were up-front investments for strengthening this business and for increasing the volume of goods sold in order to become profitable.

As a result of these efforts, consolidated net sales amounted to $¥ 81,344$ million, which was a $6.2 \%$ increase from the previous fiscal year. The Group recorded an operating profit of $¥ 116$ million (compared with an operating loss of $¥ 530$ million in the previous fiscal year), an ordinary profit of $¥ 588$ million (compared with an ordinary profit of $¥ 5$ million in the previous fiscal year).

Loss attributable to owners of parent amounted to $¥ 1,159$ million (compared with a loss of $¥ 528$ million in the previous fiscal year), due to an extraordinary loss including impairment loss on existing stores and the recording of income taxes-deferred resulting from a reversal of deferred tax assets.

Reportable segment categories are reclassified in the current fiscal year. Prior-year figures reflect the new segment categories for comparison purposes. Details are as follows.

| Segment | Main business operations |
| :--- | :--- |
| Reuse Store Business | $\begin{array}{l}\text { - Operation of the franchise system and management of directly operated stores of } \\ \text { BOOKOFF that offers reuse books, software and other items, as the Chain Headquarters } \\ \text { - Operation of BOOKOFF PLUS (BOOKOFF stores combining apparel-related reuse } \\ \text { merchandise) }\end{array}$ |
| - Operation of BOOKOFF SUPER BAZAAR that deals in books, software, home |  |
| appliances (audio-visual equipment, computers, etc.), apparel, sporting goods, baby |  |
| goods, watches, luxury-brand bags, precious metals, kitchenware, household goods, and |  |
| other reuse items |  |$]$

Sales by business segment were as follows:

## (Reuse Store Business)

The segment recorded net sales of $¥ 71,150$ million, which was a $3.8 \%$ increase compared with the previous fiscal year.

During the fiscal year, nine directly operated stores and two franchise stores were opened. There were 11 closings of directly operated stores, including one store that was closed to be combined with another Group store in the same building under a single brand. In addition, 26 franchise stores were closed, including eight stores that were closed to be combined with another Group store in the same building under a single brand.

Following the previous fiscal year, the existing BOOKOFF stores continued to focus on the purchase and sale of reuse home appliances while submitting store merchandise to the YAHUOKU! Internet auction service of Yahoo Japan. In addition, the Group has conducted education and training activities for the new part-time workers added in the previous fiscal year in preparation for the expected growth in purchases and sales activities. Moreover, there were many cost-cutting actions that reflected the volume of merchandise purchased and sold by each store.

Segment sales increased due to higher sales at existing stores and openings of new comprehensive large-format stores.

## (BOOKOFF Online Business)

The segment recorded net sales of $¥ 6,522$ million, which was a $16.6 \%$ increase compared with the previous fiscal year.

Sales benefited from an increase in the number of BOOKOFF Online website members. The warehouse capacity added in the previous fiscal year and enhanced cooperation with stores to increase inventories expanded the range and the number of items on the E-commerce website. In addition, expansion of a tie-up with YAHUOKU! for the submission of merchandise to this auction, the redesign of the E-commerce website resulting from more effective exploitation of customer data, and other measures also contributed to sales growth.
(HUGALL Business)
The segment recorded net sales of $¥ 2,244$ million, which was a $131.2 \%$ increase compared with the previous fiscal year.

There were many activities to strengthen merchandise purchasing capabilities. One is going to customers' homes to purchase items, a service that is offered mainly in the 23 wards of Tokyo. Another step was the operation of One-Stop Purchasing Consultation Desks at several department stores. These initiatives increased sales of our E-commerce website, which is our main distribution channel, as well as B-to-B sales and special event sales. The result was growth in segment sales.
(Other)
The segment recorded net sales of $¥ 1,426$ million, which was a $2.3 \%$ decrease compared with the previous fiscal year.
(Performance Trends)

|  | Fiscal year ended March 2016 | Fiscal year ended March 2017 |
| :---: | :---: | :---: |
| Net sales | 76,564 | 81,344 |
| Reuse Store Business | 68,539 | 71,150 |
| Store Net Sales | 65,791 | 68,468 |
| Sales to Franchisees | 2,748 | 2,682 |
| BOOKOFF Online Business | 5,592 | 6,522 |
| HUGALL Business | 970 | 2,244 |
| Other | 1,460 | 1,426 |
| Operating profit (loss) | (530) | 116 |
| Ordinary profit | 5 | 588 |
| Extraordinary gains | 79 | 28 |
| Extraordinary losses | 219 | 755 |
| Loss before income taxes | (133) | (137) |
| Loss attributable to owners of parent | (528) | $(1,159)$ |

(Amounts rounded down to the nearest one million yen)
(Store Opening/Closing by Segment)


Notes: 1. This figure includes 39 BOOKOFF stores that were acquired from franchisees.
2. This figure includes 76 stores closed to be combined with another Group store in the same building under a single brand and two BOOKOFF stores that were transferred to franchisees.
3. This figure includes two BOOKOFF stores that were transferred to franchisees.
4. This figure includes one BOOKOFF store that was acquired from a franchisee.
5. This figure includes one store closed to be combined with another Group store in the same building under a single brand.
6. This figure includes eight stores closed to be combined with another Group store in the same building under a single brand, and one BOOKOFF store that was acquired from a franchisee.

Outlook for the Fiscal Year Ending March 31, 2018

## (Overall Outlook)

We are taking proactive approaches to improve corporate value across all business segments.

## (Reuse Store Business)

We plan to use the following measures to build a base for growth in this business and quickly create a framework for stable earnings.

We will hold down the number of new large stores by opening only three BOOKOFF SUPER BAZAAR stores during the fiscal year. At existing BOOKOFF stores, we will make small investments for improvements like the addition of One-Stop Purchasing Consultation Desks. We will also close unprofitable stores to improve the profitability of this business.

In addition, the previous organizational structure based on store packages has been revised to create an organization consisting of five regional sales divisions covering all areas of Japan. Establishing separate divisions for the oversight and operation of stores in separate regions allows us to adapt quickly to the distinctive characteristics of each region. We are also better able to upgrade existing stores through low-cost operations, higher workforce productivity and other measures.

Our outlook for this segment is for a decline in sales. The primary cause is the decline in sales at our existing stores of books and software, the core products in this business segment, in association with Japan's shrinking market for new products.

## (BOOKOFF Online Business)

Buying more merchandise from customers remains a priority in this business. At distribution centers, our goals are stabilizing capacity utilization and cutting costs. For our E-commerce operations, we are making our websites easier to use, especially for smartphones. We are also aiming to sell products more efficiently by using tie-ups for submitting merchandise to YAHUOKU! and other Internet auction services. As a result, we expect sales in this segment to increase.

## (HUGALL Business)

We are currently making major changes in this business to make it more profitable. Most of all, we are moving away from growth and instead concentrating our dispatch purchasing service for buying reuse goods and counters at department stores that buy reuse goods. We plan to use these activities to buy more reuse goods and make these purchases more efficiently. Another goal is lowering fixed expenses by significantly reducing the floor space at distribution centers used by the HUGALL Business. Plans also include using a broader array of sales channels by adding the BOOKOFF store network and other channels to the existing E-commerce website, B-to-B and special event sales channels. Due to these actions to improve our ability to sell inventories, we expect sales in this segment to increase.

We forecast consolidated sales of $¥ 82,000$ million, operating profit of $¥ 500$ million, ordinary profit of $¥ 950$ million and profit attributable to owners of parent of $¥ 100$ million.
(Consolidated Forecast)

|  | (Unit: million yen) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Fiscal year ended <br> March 2017 | Fiscal year ending <br> March 2018 (Forecast) | Change | \% Change |
| Net sales | 81,344 | 82,000 | 655 | 0.8 |
| (Reuse Store Business) | 71,150 | 70,600 | $(550)$ | $(0.8)$ |
| (BOOKOFF Online Business) | 6,522 | 6,600 | 77 | 1.2 |
| (HUGALL Business) | 2,244 | 3,400 | 1,155 | 51.5 |
| (Other) | 1,426 | 1,400 | $(26)$ | $(1.9)$ |
| Operating profit | 116 | 500 | 383 | 329.0 |
| Ordinary profit | 588 | 950 | 361 | 61.3 |
| Profit (loss) attributable to owners of parent | $(1,159)$ | 100 | 1,259 | - |

(Amounts rounded down to the nearest one million yen)
(2) Financial Position

Assets, Liabilities and Net Assets

## (Current Assets)

Current assets at the end of the current fiscal year amounted to $¥ 32,567$ million, an increase of $¥ 717$ million compared with $¥ 31,850$ million at the end of the previous fiscal year. This was mainly due to increases of $¥ 1,108$ million in cash and deposits, $¥ 190$ million in accounts receivable-trade, $¥ 348$ million in merchandise mainly caused by new store openings and the expansion of the BOOKOFF Online and HUGALL businesses. There was a decrease of $¥ 1,000$ million in securities.

## (Non-current Assets)

Non-current assets at the end of the current fiscal year amounted to $¥ 18,479$ million, a decrease of $¥ 183$ million compared with $¥ 18,663$ million at the end of the previous fiscal year. This was mainly due to a decrease of $¥ 578$ million in investments and other assets resulting mainly from reversal of long-term deferred tax assets. There were increases of $¥ 326$ million in property, plant and equipment and $¥ 67$ million in intangible assets. These increases were mainly the result of new store openings, remodeling of existing stores and investments to support growth of the BOOKOFF Online and HUGALL businesses.

## (Liabilities)

Liabilities at the end of the current fiscal year amounted to $¥ 36,804$ million, an increase of $¥ 2,259$ million compared with $¥ 34,545$ million at the end of the previous fiscal year. Loans payable increased $¥ 2,394$ million mainly due to the procurement of funds with bank borrowings for new store openings, the expansion of the HUGALL Business and payments of income taxes and dividends. In addition, there were increases of $¥ 343$ million in income taxes payable and $¥ 321$ million in lease obligations.

## (Net Assets)

Net assets at the end of the current fiscal year amounted to $¥ 14,242$ million, a decrease of $¥ 1,725$ million compared with $¥ 15,968$ million at the end of the previous fiscal year. This was mainly due to a $¥ 1,672$ million decrease in retained earnings resulting mainly from a loss attributable to owners of parent and dividend payments from surplus.

## (3) Cash Flows

Cash and cash equivalents ("net cash") at the end of the current fiscal year amounted to $¥ 15,268$ million, an increase of $¥ 140$ million compared to the end of the previous fiscal year.

Consolidated cash flows and the primary reasons for their fluctuation during the current fiscal year are as follows:

## (Cash Flows from Operating Activities)

Net cash provided by operating activities amounted to $¥ 1,965$ million (compared with $¥ 604$ million provided in the previous fiscal year). Although there was a loss before income taxes of $¥ 137$ million, there were positive factors including $¥ 2,033$ million in depreciation, $¥ 650$ million in impairment loss, $¥ 106$ million in amortization of goodwill, and a $¥ 114$ million increase in accounts payable-other. Negative factors included an increase in inventories of $¥ 333$ million and income taxes paid of $¥ 521$ million.

## (Cash Flows from Investing Activities)

Net cash used in investing activities amounted to $¥ 2,054$ million (compared with $¥ 3,537$ million used in the previous fiscal year). Outlays include $¥ 1,761$ million for the purchase of property, plant, and equipment associated with new store openings, $¥ 352$ million for the purchase of intangible assets related to additional investments in systems, and $¥ 307$ million for payments for long-term leasehold deposits. Main cash inflows refund of long-term leasehold deposits associated with store closings of $¥ 386$ million.

## (Cash Flows from Financing Activities)

Net cash provided by financing activities amounted to $¥ 224$ million (compared with $¥ 2,674$ million in the previous fiscal year). This result was mainly due to a net increase of $¥ 2,394$ million in loans payable, while there were outlays of $¥ 1,000$ million for redemption of bonds, $¥ 513$ million for cash dividends paid, $¥ 552$ million for repayments of lease obligations, and $¥ 103$ million for payments of long-term accounts payable.
(Trends in Equity Ratio, Equity Ratio Based on Market Value, Ratio of Interest-Bearing Debt to Cash Flow and Interest Coverage Ratio)

|  | Fiscal year ended <br> March 2015 | Fiscal year ended <br> March 2016 | Fiscal year ended <br> March 2017 |
| :--- | ---: | ---: | :---: |
| Equity ratio (\%) | 36.3 | 31.6 | 27.9 |
| Equity ratio based on market value (\%) | 39.0 | 36.3 | 31.8 |
| Ratio of interest-bearing debt to cash flow (years) | 11.9 | 42.4 | 13.7 |
| Interest coverage ratio (times) | 10.0 | 3.3 | 10.6 |

Note: Equity ratio (\%): Shareholders' equity/total assets
Equity ratio based on market value: Market capitalization/total assets
Market capitalization is calculated using the number of shares outstanding less treasury shares.
Ratio of interest-bearing debt to cash flow (years): Interest-bearing debt/cash flows from operating activities
Interest-bearing debt is the sum of short-term loans payable, current portion of long-term loans payable, long-term loans payable and long-term accounts payable-other, current portion of bonds, and bonds with subscription rights to shares.
Interest coverage ratio (times): Cash flows from operating activities/interest expense
(4) Basic Policy on Profit Distribution and Dividends for FY3/2017 and FY3/2018

The BOOKOFF Corporation considers the distribution of profits to be one of its highest management priorities, and aims to maintain a payout ratio of around $25 \%$ on a consolidated profit basis.

The basic policy is to aim for higher dividends supported by growth in sales and earnings while using retained earnings effectively for strengthening financial soundness and making strategic investments that will create a stronger base for future business operations.

In the fiscal year that ended in March 2017, there was a net loss of $¥ 56.41$ per share. As was announced on January 27, 2017 in a press release concerning the forecast revision, dividend forecast revision and cut in compensation for executives, the dividend per share for the fiscal year is $¥ 10$.

In the fiscal year ending March 31,2018 , we plan to pay a dividend of $¥ 10$ per share as in the year earlier.
2. Basic Approach to the Selection of Accounting Standards

The BOOKOFF Group will continue to prepare consolidated financial statements in accordance with generally accepted accounting principles in Japan for the time being to permit comparisons with prior years and with the financial data of other companies.

The Group will take suitable actions with regard to the application of International Financial Reporting Standards (IFRS) by taking into account associated factors in Japan and other countries.
3. Consolidated Financial Statements and Notes
(1) Consolidated Balance Sheet

FY3/2016
(As of Mar. 31, 2016)
(As of Mar. 31, 2017)

## Assets

Current assets

| Cash and deposits | $14,159,778$ | $15,268,310$ |
| :--- | ---: | ---: |
| Notes and accounts receivable-trade | $1,427,048$ | $1,617,922$ |
| Securities | $1,000,675$ | $12,614,825$ |
| Merchandise | $12,265,974$ | 38,408 |
| Supplies | 50,756 | 743,896 |
| Deferred tax assets | 588,953 | $2,289,449$ |
| Other | $2,361,449$ | $(4,906)$ |
| Allowance for doubtful accounts | $(3,886)$ | $32,567,906$ |
| Total current assets | $31,850,749$ |  |

Non-current assets
Property, plant and equipment
Buildings and structures


Accumulated depreciation
Buildings and structures, net

| Land | 141,643 | 141,643 |
| :--- | ---: | ---: |
| Leased assets | $3,074,499$ | $3,340,799$ |
| Accumulated depreciation | $(1,442,582)$ | $(1,416,639)$ |
| Leased assets, net | $1,631,917$ | $1,924,159$ |
| Construction in progress | $4,036,686$ | - |
| Other | $(2,137,612)$ | $(2,330,899)$ |
| $\quad$ Accumulated depreciation | 899,074 | 858,901 |
| Other, net | $7,518,571$ | $7,845,056$ |
| Total property, plant and equipment |  |  |

Intangible assets

| Goodwill | 291,536 | 268,447 |
| :---: | :---: | :---: |
| Leased assets | 18,036 | 11,108 |
| Other | 1,043,695 | 1,141,508 |
| Total intangible assets | 1,353,268 | 1,421,064 |
| Investments and other assets |  |  |
| Investment securities | *1 746,469 | *1 655,307 |
| Long-term loans receivable | 33,190 | 22,126 |
| Deferred tax assets | 627,893 | 178,335 |
| Guarantee deposits | 8,221,980 | 8,186,531 |
| Other | 253,580 | 261,284 |
| Allowance for doubtful accounts | $(91,683)$ | $(90,281)$ |
| Total investments and other assets | 9,791,430 | 9,213,303 |
| Total non-current assets | 18,663,270 | 18,479,423 |
| Total assets | 50,514,020 | 51,047,330 |


|  | $\begin{gathered} \text { FY3/2016 } \\ \text { (As of Mar. 31, 2016) } \end{gathered}$ | $\begin{gathered} \text { FY3/2017 } \\ \text { (As of Mar. 31, 2017) } \end{gathered}$ |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Accounts payable-trade | 400,068 | 343,217 |
| Short-term loans payable | 3,597,045 | 6,539,191 |
| Current portion of long-term loans payable | 4,097,830 | 3,664,791 |
| Current portion of bonds | 1,000,000 | - |
| Lease obligations | 410,930 | 389,489 |
| Income taxes payable | 423,046 | 767,005 |
| Provision for bonuses | 272,263 | 282,460 |
| Provision for sales rebates | 564,406 | 630,262 |
| Provision for shareholder benefit program | - | 64,297 |
| Provision for loss on store closing | 42,989 | 49,919 |
| Accounts payable-other | 2,041,543 | 2,091,287 |
| Other | 1,803,008 | 1,814,487 |
| Total current liabilities | 14,653,131 | 16,636,409 |
| Non-current liabilities |  |  |
| Bonds with subscription rights to shares | 7,700,000 | 7,700,000 |
| Long-term loans payable | 9,040,703 | 8,925,930 |
| Lease obligations | 1,231,396 | 1,573,967 |
| Asset retirement obligations | 1,483,181 | 1,573,962 |
| Other | 437,141 | 394,550 |
| Total non-current liabilities | 19,892,423 | 20,168,409 |
| Total liabilities | 34,545,554 | 36,804,818 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 3,652,394 | 3,652,394 |
| Capital surplus | 4,187,003 | 4,187,003 |
| Retained earnings | 9,420,256 | 7,747,457 |
| Treasury shares | $(1,260,826)$ | $(1,260,826)$ |
| Total shareholders' equity | 15,998,827 | 14,326,028 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 79,226 | 53,057 |
| Foreign currency translation adjustment | $(109,587)$ | $(136,574)$ |
| Total accumulated other comprehensive income | $(30,361)$ | $(83,516)$ |
| Total net assets | 15,968,465 | 14,242,511 |
| Total liabilities and net assets | 50,514,020 | 51,047,330 |

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statement of Income
(Unit: thousand yen)

|  |  | (Unit: thousand yen) |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY3/2016 } \\ \text { (Apr. 1, } 2015-\text { Mar. 31, 2016) } \end{gathered}$ | $\begin{gathered} \text { FY3/2017 } \\ \text { (Apr. 1, 2016 - Mar. 31, 2017) } \\ \hline \end{gathered}$ |
| Net sales | 76,564,060 | 81,344,039 |
| Cost of sales | 30,760,366 | 34,164,454 |
| Gross profit | 45,803,694 | 47,179,585 |
| Selling, general and administrative expenses |  |  |
| Provision of allowance for doubtful accounts | 32,813 | 629 |
| Salaries and allowances | 4,361,740 | 4,811,640 |
| Salaries of part time employees | 12,854,131 | 12,923,884 |
| Bonuses | 445,224 | 526,048 |
| Provision for bonuses | 272,013 | 277,704 |
| Provision for shareholder benefit program | - | 64,297 |
| Retirement benefit expenses | 19,888 | 32,229 |
| Rents | 11,199,581 | 11,657,021 |
| Rent expenses | 778,904 | 750,993 |
| Other | 16,370,089 | 16,018,587 |
| Total selling, general and administrative expenses | 46,334,386 | 47,063,038 |
| Operating profit (loss) | $(530,692)$ | 116,547 |
| Non-operating income |  |  |
| Gain from installment of vending machine | 154,712 | 143,252 |
| Gain on sales of recycling goods | 465,992 | 381,645 |
| Other | 205,454 | 215,945 |
| Total non-operating income | 826,159 | 740,843 |
| Non-operating expenses |  |  |
| Interest expenses | 182,598 | 186,311 |
| Share of loss of entities accounted for using equity method | 2,742 | 6,428 |
| Other | 104,361 | 75,691 |
| Total non-operating expenses | 289,702 | 268,431 |
| Ordinary profit | 5,764 | 588,959 |
| Extraordinary income |  |  |
| Gain on sales of investment securities | 78,799 | 28,752 |
| Gain on sales of non-current assets | 730 | - |
| Total extraordinary income | 79,530 | 28,752 |
| Extraordinary losses |  |  |
| Loss on closing of stores | 36,959 | 15,419 |
| Provision for loss on store closing | 43,177 | 49,927 |
| Loss on sales of non-current assets | 2,394 | - |
| Loss on retirement of non-current assets | 5,690 | 25,910 |
| Impairment loss | * 130,838 | * 650,355 |
| Loss on disaster | - | 13,619 |
| Total extraordinary losses | 219,059 | 755,233 |
| Loss before income taxes | $(133,764)$ | $(137,521)$ |
| Income taxes-current | 437,497 | 706,787 |
| Income taxes-deferred | $(42,695)$ | 314,803 |
| Total income taxes | 394,801 | 1,021,591 |
| Loss | $(528,566)$ | $(1,159,113)$ |
| Loss attributable to owners of parent | $(528,566)$ | $(1,159,113)$ |

Consolidated Statement of Comprehensive Income
(Unit: thousand yen)

|  | FY3/2016 (Apr. 1, 2015-Mar. 31, 2016) | FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017) |
| :---: | :---: | :---: |
| Loss | $(528,566)$ | $(1,159,113)$ |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $(28,191)$ | $(28,102)$ |
| Foreign currency translation adjustment | $(31,179)$ | $(26,987)$ |
| Share of other comprehensive income of entities accounted for using equity method | $(8,486)$ | 1,934 |
| Total other comprehensive income | * (67,857) | * (53,155) |
| Comprehensive income | $(596,423)$ | $(1,212,268)$ |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | $(596,423)$ | $(1,212,268)$ |
| Comprehensive income attributable to noncontrolling interests | - | - |

(3) Consolidated Statement of Changes in Net Assets

FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)
(Unit: thousand yen)

|  | Shareholders' equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period | 3,652,394 | 4,187,003 | 10,463,383 | $(1,137,165)$ | 17,165,615 |
| Changes of items during period |  |  |  |  |  |
| Dividends of surplus |  |  | $(514,560)$ |  | $(514,560)$ |
| Loss attributable to owners of parent |  |  | $(528,566)$ |  | $(528,566)$ |
| Purchase of treasury shares |  |  |  | $(123,661)$ | $(123,661)$ |
| Net changes of items other than shareholders' equity |  |  |  |  |  |
| Total changes of items during period | - | - | $(1,043,127)$ | $(123,661)$ | $(1,166,788)$ |
| Balance at end of current period | 3,652,394 | 4,187,003 | 9,420,256 | $(1,260,826)$ | 15,998,827 |


|  | Accumulated other comprehensive income |  |  | Total net assets |
| :---: | :---: | :---: | :---: | :---: |
|  | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income |  |
| Balance at beginning of current period | 115,904 | $(78,408)$ | 37,496 | 17,203,111 |
| Changes of items during period |  |  |  |  |
| Dividends of surplus |  |  |  | $(514,560)$ |
| Loss attributable to owners of parent |  |  |  | $(528,566)$ |
| Purchase of treasury shares |  |  |  | $(123,661)$ |
| Net changes of items other than shareholders' equity | $(36,678)$ | $(31,179)$ | $(67,857)$ | $(67,857)$ |
| Total changes of items during period | $(36,678)$ | $(31,179)$ | $(67,857)$ | $(1,234,645)$ |
| Balance at end of current period | 79,226 | $(109,587)$ | $(30,361)$ | 15,968,465 |

FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)
(Unit: thousand yen)

|  | Shareholders' equity |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' <br> equity |
| Balance at beginning of <br> current period | $3,652,394$ | $4,187,003$ | $9,420,256$ | $(1,260,826)$ | $15,998,827$ |
| Changes of items during <br> period |  |  |  |  |  |
| Dividends of surplus |  |  | $(513,685)$ |  | $(513,685)$ |
| Loss attributable to <br> owners of parent |  |  |  |  | $(1,159,113)$ |
| Net changes of items <br> other than shareholders' <br> equity |  |  |  | $(1,672,798)$ |  |
| Total changes of items <br> during period | - |  |  |  | $(1,672,798)$ |
| Balance at end of current <br> period | $3,652,394$ | $4,187,003$ | $7,747,457$ | $(1,260,826)$ | $14,326,028$ |


|  | Accumulated other comprehensive income |  |  | Total net assets |
| :---: | :---: | :---: | :---: | :---: |
|  | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income |  |
| Balance at beginning of current period | 79,226 | $(109,587)$ | $(30,361)$ | 15,968,465 |
| Changes of items during period |  |  |  |  |
| Dividends of surplus |  |  |  | $(513,685)$ |
| Loss attributable to owners of parent |  |  |  | $(1,159,113)$ |
| Net changes of items other than shareholders' equity | $(26,168)$ | $(26,987)$ | $(53,155)$ | $(53,155)$ |
| Total changes of items during period | $(26,168)$ | $(26,987)$ | $(53,155)$ | $(1,725,954)$ |
| Balance at end of current period | 53,057 | $(136,574)$ | $(83,516)$ | 14,242,511 |

## (4) Consolidated Statement of Cash Flows

(Unit: thousand yen)

|  | $\begin{gathered} \text { FY3/2016 } \\ (\text { Apr. 1, } 2015-\text { Mar. 31, 2016 }) \end{gathered}$ | $\begin{gathered} \text { FY3/2017 } \\ \text { (Apr. 1, 2016- Mar. 31, 2017) } \end{gathered}$ |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Loss before income taxes | $(133,764)$ | $(137,521)$ |
| Depreciation | 1,976,374 | 2,033,564 |
| Impairment loss | 130,838 | 650,355 |
| Amortization of goodwill | 143,753 | 106,032 |
| Increase (decrease) in provision for bonuses | 14,552 | 10,196 |
| Increase (decrease) in allowance for doubtful accounts | 32,813 | (382) |
| Increase (decrease) in provision for loss on store closing | 43,177 | 49,927 |
| Provision for allowance of sales discounts | 336,872 | 65,855 |
| Increase (decrease) in provision for shareholder benefit program | - | 64,297 |
| Interest expenses | 182,598 | 186,311 |
| Share of (profit) loss of entities accounted for using equity method | 2,742 | 6,428 |
| Loss on store closings | 36,959 | 15,419 |
| Loss on retirement of non-current assets | 5,690 | 25,910 |
| Loss on disaster | - | 13,619 |
| Decrease (increase) in notes and accounts receivabletrade | $(159,920)$ | $(192,352)$ |
| Decrease (increase) in inventories | $(997,221)$ | $(333,179)$ |
| Increase (decrease) in notes and accounts payable-trade | $(92,387)$ | $(56,810)$ |
| Increase (decrease) in accounts payable-other | 83,856 | 114,126 |
| Other, net | $(162,257)$ | 37,602 |
| Subtotal | 1,444,677 | 2,659,403 |
| Interest and dividend income received | 12,778 | 10,713 |
| Interest expenses paid | $(182,532)$ | $(186,253)$ |
| Payments for loss on disaster | - | $(8,362)$ |
| Income taxes refund | 38,702 | 11,267 |
| Income taxes paid | $(709,548)$ | $(521,308)$ |
| Net cash provided by (used in) operating activities | 604,078 | 1,965,460 |


|  |  | (Unit: thousand yen) |
| :---: | :---: | :---: |
|  | FY3/2016 (Apr. 1, 2015-Mar. 31, 2016) | FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017) |
| Cash flows from investing activities |  |  |
| Payments into time deposits | $(33,670)$ | - |
| Proceeds from withdrawal of time deposits | 24,242 | 30,372 |
| Purchase of property, plant and equipment | $(1,508,776)$ | $(1,761,900)$ |
| Purchase of intangible assets | $(512,276)$ | $(352,531)$ |
| Payments of loans receivable | $(550,000)$ | - |
| Payments for long-term leasehold deposits | $(341,408)$ | $(307,049)$ |
| Refund of long-term leasehold deposits | 286,373 | 386,146 |
| Proceeds from transfer of stores | $(863,561)$ | $(45,592)$ |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | $(73,926)$ |  |
| Other, net | 35,080 | $(3,624)$ |
| Net cash provided by (used in) investing activities | $(3,537,922)$ | $(2,054,179)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 637,041 | 2,942,146 |
| Proceeds from long-term loans payable | 7,770,000 | 3,900,000 |
| Repayments of long-term loans payable | $(4,476,444)$ | $(4,447,812)$ |
| Redemption of bonds | - | $(1,000,000)$ |
| Payments for long-term accounts payable-other | $(222,434)$ | $(103,417)$ |
| Repayments of lease obligations | $(487,160)$ | $(552,737)$ |
| Purchase of treasury shares | $(32,165)$ | - |
| Cash dividends paid | $(514,560)$ | $(513,685)$ |
| Net cash provided by (used in) financing activities | 2,674,276 | 224,493 |
| Effect of exchange rate change on cash and cash equivalents | $(8,199)$ | $(3,987)$ |
| Net increase (decrease) in cash and cash equivalents | $(267,767)$ | 131,787 |
| Cash and cash equivalents at beginning of period | 15,395,279 | 15,127,511 |
| Increase in cash and cash equivalents from newly consolidated subsidiary | - | 9,011 |
| Cash and cash equivalents at end of period | 15,127,511 | 15,268,310 |

## (5) Notes to Consolidated Financial Statements

(Notes Concerning the Going-Concern Premise)
Not applicable.

## (Important Items that Form the Basis for Preparing Consolidated Financial Statements)

1. Scope of consolidation
(1) Number of consolidated subsidiaries: 10

Primary consolidated subsidiaries:
BOOKOFF U.S.A. INC.
BOOKOFF Online, Inc.
hug all, Inc.
Booklet Co., Ltd.
From the current fiscal year, BOM Corporation, Inc. was excluded from the scope of consolidation since this company was absorbed by BOOKOFF Corporation, which became the surviving company, after which BOM Corporation, Inc. was dissolved as of April 1, 2016.
Booklog, Inc. was included in the scope of consolidation due to its increased importance.
(2) Primary non-consolidated subsidiaries

BOOKOFF With Co, Ltd.
BOK MARKETING SDN. BHD.
(Reason for exclusion from the scope of consolidation)
These companies are excluded from the scope of consolidation because their total assets, net sales, profit/loss (equity in earnings) and retained earnings (equity in earnings) have minor effect on the consolidated financial statements and little practical importance.
2. Application of the Equity Method
(1) Number of affiliates accounted for using the equity method: 1

Company name:
BOS Partners, Inc.
(2) Non-consolidated subsidiaries and affiliates not accounted for using the equity method

Non-consolidated subsidiaries:
BOOKOFF With Co, Ltd.
BOK MARKETING SDN. BHD.
(Reason for exclusion from the application of the equity method)
These companies are excluded from the application of the equity method because their profit/loss (equity in earnings) and retained earnings (equity in earnings) have minor effect on the consolidated financial statements and little practical importance.
3. Fiscal years of consolidated subsidiaries

Among the consolidated subsidiaries, the fiscal year-end of Booklet Co., Ltd., BOOKOFF U.S.A. INC. and BOOKOFF FRANCE E.U.R.L. is the end of February, and the fiscal year-end of SCI BOC FRANCE is the end of December. The consolidated financial statements include the financial statements of these consolidated subsidiaries as of their fiscal yearends. However, adjustments to the consolidated financial statements are made as needed for significant transactions that occur between their fiscal year-ends and the fiscal year-end for the consolidated financial statements.

The presentation of matters other than those disclosed above is omitted, as there are no significant changes from details presented in the most recent securities report, filed on June 27, 2016.

## (Change in Accounting Policy)

(Application of Practical Solution on a Change in Depreciation Method due to Tax Reform 2016)
Following the revision of the Corporation Tax Act, the Company has adopted the "Practical Solution on a Change in Depreciation Method due to Tax Reform 2016" (Accounting Standards Board of Japan (ASBJ) Practical Issues Task Force (PITF) No. 32, June 17, 2016) from the current fiscal year, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016, from the declining-balance method to the straight-line method.

As a result, operating profit and ordinary profit for the current fiscal year increased $¥ 81,266$ thousand each, and loss before income taxes decreased $¥ 81,266$ thousand.

## (Additional Information)

(Application of Implementation Guidance on Recoverability of Deferred Tax Assets)
Effective from the current fiscal year, the Company has adopted the "Implementation Guidance on Recoverability of Deferred Tax Assets" (ASBJ Guidance No. 26, March 28, 2016).

## (Consolidated Balance Sheet)

* 1. The balance for non-consolidated subsidiaries and affiliates is as follows:

|  | (Thousand yen) |
| :---: | :---: | :---: |
| FY3/2016 | FY3/2017 |
| (As of Mar. 31, 2016) | (As of Mar. 31, 2017) |

Investment securities (stocks)
380,373
348,891
2. Guarantee liabilities

BOOKOFF guarantees the following liabilities.

|  | (Thousand yen) |
| :---: | :---: | :---: |
| FY3/2016 | FY3/2017 |
| (As of Mar. 31, 2016) | (As of Mar. 31, 2017) |

(Non-consolidated subsidiary)
BOK MARKETING
SDN. BHD.
Installment payables
Portion denominated in foreign currencies
3. The Company has entered into overdraft agreements with 11 banks in order to efficiently procure working capital. The balance of unexecuted loans under these agreements is as follows:

|  |  | (Thousand yen) |
| :---: | :---: | ---: |
|  | FY3/2016 | FY3/2017 |
| (As of Mar. 31, 2016) | (As of Mar. 31, 2017) |  |
| Total overdraft amount | $10,190,000$ | $9,860,000$ |
| Executed loans payable | $1,840,000$ | $3,560,004$ |
|  | Balance | $8,350,000$ |

## (Consolidated Statement of Income)

## * Impairment loss

The Group recorded an impairment loss for the following asset groups.
FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)

| Application | Type | Location | Impairment loss <br> (Thousand yen) |
| :---: | :---: | :---: | :---: |
| Stores | Buildings and structures, etc. | BINGO Aoba Tsutsujigaoka Store <br> (Aoba-ku, Yokohama) and other 20 stores | 130,838 |

The Group regards each store as the base unit in identifying the smallest group of assets that generate cash flows.
For stores that have generated continuous losses stemming from their operating activities, and when it has been deemed that there is little potential for an earnings recovery, or when changes in the range of use have significantly reduced the recoverable amounts, the book values were reduced to recoverable amounts, and the amount of the reduction was recognized as an impairment loss and recorded as an extraordinary loss.

The breakdown of the impairment loss is as follows:

| (Thousand yen) |  |
| :--- | ---: |
| Buildings and structures | 105,477 |
| Leased assets (property, plant and equipment) | 11,189 |
| Property, plant and equipment-other | 14,170 |
| Total | 130,838 |

The recoverable amount for the asset group is measured using value in use. Since the future cash flows are negative, the recoverable amount is determined to be zero.

FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)

| Application | Type | Location | Impairment loss <br> (Thousand yen) |
| :--- | :---: | :---: | :---: |
| Stores, etc. | Buildings and structures, etc. | BOOKOFF Lakewood Center Mall Store <br> (California, USA) and other 73 stores, etc. |  |

The Group regards each store as the base unit in identifying the smallest group of assets that generate cash flows.
For stores, etc. that have generated continuous losses stemming from their operating activities, and when it has been deemed that there is little potential for an earnings recovery, or when changes in the range of use have significantly reduced the recoverable amounts, the book values were reduced to recoverable amounts, and the amount of the reduction was recognized as an impairment loss and recorded as an extraordinary loss.

The breakdown of the impairment loss is as follows:
(Thousand yen)

| Buildings and structures | 471,501 |
| :--- | ---: |
| Leased assets (property, plant and equipment) | 27,686 |
| Property, plant and equipment-other | 120,373 |
| Goodwill | 22,572 |
| Intangible assets-other | 7,634 |
| Investments and other assets-other | 586 |
| Total | 650,355 |

The recoverable amount for the asset group is measured using value in use, which is calculated by discounting future cash flows by $8 \%$.

## (Consolidated Statement of Comprehensive Income)

* Reclassification adjustments and tax effects related to other comprehensive income

|  | $\begin{gathered} \hline \text { FY3/2016 } \\ \text { (Apr. 1, 2015- Mar. 31, 2016) } \end{gathered}$ | $\begin{gathered} \hline \text { FY3/2017 } \\ \text { (Apr. 1, 2016- Mar. 31, 2017) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Valuation difference on available-for-sale securities |  |  |
| Amount incurred | 36,057 | $(10,891)$ |
| Amount of reclassification adjustments | $(78,799)$ | $(28,752)$ |
| Before tax effects | $(42,741)$ | $(39,643)$ |
| Amount of tax effects | 14,550 | 11,540 |
| Valuation difference on other available-for-sale securities | $(28,191)$ | $(28,102)$ |
| Foreign currency translation adjustment |  |  |
| Amount incurred | $(31,179)$ | $(26,987)$ |
| Amount of reclassification adjustments | - | - |
| Before tax effects | $(31,179)$ | $(26,987)$ |
| Amount of tax effects | - | - |
| Foreign currency translation adjustment | $(31,179)$ | $(26,987)$ |
| Share of other comprehensive income of entities accounted for using equity method |  |  |
| Amount incurred | $(6,793)$ | 1,951 |
| Amount of reclassification adjustments | $(1,693)$ | (17) |
| Share of other comprehensive income of entities accounted for using equity method | $(8,486)$ | 1,934 |
| Total other comprehensive income | $(67,857)$ | $(53,155)$ |

## (Segment Information)

a. Segment Information

1. Overview of reportable segments

The reportable segments of the BOOKOFF Group are the constituent units where separate financial information can be obtained and the Board of Directors uses this information on a regular basis to allocate resources and evaluate business performance.

The management philosophy of the BOOKOFF Group is "contributing to society through our business activities" and the "pursuit of employees' material and spiritual wellbeing." Operations include retail stores and a franchise business based on the concept of "reuse," focusing on BOOKOFF secondhand bookstores.

The BOOKOFF Group has three reportable segments defined by merchandise categories and business formats: Reuse Store Business, BOOKOFF Online Business and HUGALL Business.

The Reuse Store Business leverages the BOOKOFF brand to operate BOOKOFF SUPER BAZAAR stores (a comprehensive large-format store of BOOKOFF and other stores carrying a variety of reuse merchandise) and BOOKOFF PLUS stores (BOOKOFF stores combining apparel-related reuse merchandise). This business purchases and sells books, software, home appliances, apparel, sporting goods, baby goods, watches, luxury-brand bags, precious metals, kitchenware, household goods, etc. BOOKOFF stores exist throughout Japan, as well as overseas. Stores are operated directly by the Company or franchised to other operators.

The BOOKOFF Online Business operates an E-commerce reuse shop (BOOKOFF Online) website that sells books and software.
hug all, Inc. manages the HUGALL Business, which operates new reuse businesses beyond the traditional retail format, dealing in products from a much greater range of categories.

## (Revisions to reportable segments)

In FY3/2017, the Packaged Media Business was excluded from reportable segments because the importance of this segment has declined. It is now reclassified and included in the Other segment.

As a result, the previous four segments (Reuse Store Business, BOOKOFF Online Business, HUGALL Business and Packaged Media Business) are reorganized to the following three segments: Reuse Store Business, BOOKOFF Online Business and HUGALL Business.

Segment information for $\mathrm{FY} 3 / 2016$ was prepared using the revised reportable segments.
2. Methods used to calculate net sales, profit or loss, assets, liabilities and other items in reportable segments

The accounting methods for the reported business segments are generally the same as those stated in Important Items that Form the Basis for Preparing Consolidated Financial Statements.

Profits in the reportable segments are based on operating profits.
Inter-segment sales and transfers are based on third-party transaction values.

## (Application of Practical Solution on a Change in Depreciation Method due to Tax Reform 2016)

As described in the section "Change in Accounting Policy," the Company has adopted the "Practical Solution on a Change in Depreciation Method due to Tax Reform 2016" from FY3/2017, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016, from the declining-balance method to the straight-line method. Consequently, the depreciation method for business segments have been revised as well.
As a result, segment profit for the current fiscal year increased $¥ 58,920$ thousand and $¥ 6,473$ thousand in the Reuse Store Business and the BOOKOFF Online Business, and segment loss decreased $¥ 14,459$ thousand and $¥ 1,413$ thousand in the HUGALL Business and the Other segment, respectively, compared with their respective amounts calculated using the previous method.
3. Information concerning net sales, profit or loss, assets, liabilities and other items in reportable segments

FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)


Note: Other segment is mainly engaged in operation of directly operated stores selling new books, and planning, design, and construction of interior and exterior works for stores in all segments.

FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)
(Unit: thousand yen)

|  | Reportable segment |  |  |  | Other <br> (Note 1) | Total | Adjustment <br> (Note 2) | Amount <br> recorded in <br> consolidated <br> financial <br> statements |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reuse Store Business | $\begin{aligned} & \text { BOOKOFF } \\ & \text { Online } \\ & \text { Business } \end{aligned}$ | HUGALL <br> Business | Total |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |
| Sales to external customers | 71,150,780 | 6,522,270 | 2,244,571 | 79,917,621 | 1,426,418 | 81,344,039 |  | 81,344,039 |
| Inter-segment sales and transfers | 241,730 | 1,431,792 | 3,105 | 1,676,628 | 357,872 | 2,034,501 | $(2,034,501)$ |  |
| Total | 71,392,510 | 7,954,063 | 2,247,676 | 81,594,250 | 1,784,291 | 83,378,541 | $(2,034,501)$ | 81,344,039 |
| Segment profit (loss) | 2,611,636 | 413,139 | $(680,645)$ | 2,344,130 | $(124,370)$ | 2,219,759 | $(2,103,212)$ | 116,547 |
| Segment assets | 28,291,983 | 2,495,271 | 1,599,963 | 32,387,218 | 827,065 | 33,214,283 | 17,833,047 | 51,047,330 |
| Other items |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 1,694,128 | 253,300 | 39,036 | $1,986,465$ | 7,201 | 1,993,667 | 39,897 | $2,033,564$ |
| Amortization of goodwill | $98,441$ | - | - | $98,441$ | 7,590 | 106,032 | - | $106,032$ |
| Increases in property, plant and equipment and intangible assets | 2,007,808 | 357,096 | 358,399 | 2,723,304 | 131,045 | 2,854,350 | 131,493 | 2,985,843 |

Notes: 1. Other segment is mainly engaged in operation of directly operated stores selling new books, planning, design, and construction of interior and exterior works for stores in all segments, and operation of book review community site.
2.Difference between total amounts for reportable segments and amounts recorded in the consolidated financial statements, and primary items of such difference (items related to the difference adjustments)
(Unit: thousand yen)

| Profit | FY3/2016 | FY3/2017 |
| :--- | ---: | ---: |
| Total | $1,479,641$ | $2,344,130$ |
| Profit classified as "Other" | $(63,741)$ | $(124,370)$ |
| Inter-segment elimination | 10,094 | 55,547 |
| Corporate expenses (Note) | $(1,956,686)$ | $(2,158,759)$ |
| Operating profit (loss) | $(530,692)$ | 116,547 |

Note: Corporate expenses are mainly expenses related to the management division of the Company.
(Unit: thousand yen)

| Assets | FY3/2016 | FY3/2017 |
| :--- | ---: | ---: |
| Total | $31,499,805$ | $32,387,218$ |
| Assets classified as "Other" | 713,451 | 827,065 |
| Other adjustments (Note 1) | $(249,275)$ | $(266,333)$ |
| Corporate assets (Note 2) | $18,550,038$ | $18,099,380$ |
| Total assets | $50,514,020$ | $51,047,330$ |

Notes: 1. Assets classified as "Other" are mainly offset/elimination amounts of claims/debts and unrealized gains related to the management division of the head office.
2. Corporate assets are mainly surplus funds (cash and deposits, marketable securities) and long-term investments (investment securities) of the Company and its subsidiaries.
(Unit: thousand yen)

| Depreciation and amortization | FY3/2016 | FY3/2017 |
| :--- | ---: | ---: |
| Total |  | $1,933,147$ |
| Assets classified as "Other" | 3,474 | $1,986,465$ |
| Corporate assets (Note) | 39,752 | 7,201 |
| Total depreciation and amortization | $1,976,374$ | 39,897 |

Note: Corporate assets mainly consist of depreciation expenses for systems-related assets.
b. Information concerning impairment loss of non-current assets by reportable segment

FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)


FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)

|  | Reporting Segment |  |  |  | Other | Total | Adjustment | Amount recorded in consolidated financial statements |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reuse Store Business | BOOKOFF <br> Online Business | HUGALL <br> Business | Total |  |  |  |  |
| Impairment lo | 558,365 | 17,983 | 54,940 | 631,288 | 20,392 | 651,680 | $(1,325)$ | 650,355 |

c. Information concerning amortization and unamortized balance of goodwill by reportable segment

FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)

$\quad$ (Unit: thousand yen)

FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)

$\quad$ (Unit: thousand yen)

d. Information concerning gain on bargain purchase by reportable segment

FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016)
There was no significant gain on bargain purchase recorded in FY3/2016.

FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017)
There was no significant gain on bargain purchase recorded in FY3/2017.
(Per-Share Information)
(Unit: Yen)

|  | FY3/2016 | FY3/2017 |
| :--- | :---: | :---: |
|  | (Apr. 1, 2015-Mar. 31, 2016) | (Apr. 1, 2016- Mar. 31, 2017) |
| Net assets per share | 777.15 | 693.15 |
| Net loss per share | $(25.69)$ | $(56.41)$ |
| Diluted net income per share | - | - |

Notes: 1. Diluted net income per share is not presented since the Company had outstanding dilutive securities, though posted a net loss per share.
2. Net loss per share calculations are based on the following figures.

|  | FY3/2016 (Apr. 1, 2015 - Mar. 31, 2016) | FY3/2017 (Apr. 1, 2016 - Mar. 31, 2017) |
| :---: | :---: | :---: |
| Net loss per share |  |  |
| Loss attributable to owners of parent (thousand yen) | $(528,566)$ | $(1,159,113)$ |
| Amount not attributable to common stockholders (thousand yen) | - |  |
| Loss attributable to owners of parent applicable to common stockholders (thousand yen) | $(528,566)$ | $(1,159,113)$ |
| Weighted average number of shares of common stock during the fiscal year (thousand shares) | 20,578 | 20,547 |
| Outline of dilutive shares which were not included in the calculation of fully diluted net income per share because they do not have dilutive effect: | BOOKOFF CORPORATION LIMITED Unsecured Convertible BondType Bonds with Subscription Rights to Shares \#1 (aggregate face value $¥ 7,700$ million) |  |

## (Important Subsequent Events)

Not applicable.

This financial report is solely a translation of the Company's Kessan Tanshin (including attachments) in Japanese, which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.


[^0]:    (Note) Only the full-year forecast is shown because BOOKOFF Corporation manages performance on a fiscal year basis.

