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For immediate release

Company name: Kojima Co., Ltd.
Representative: Yuji Nakazawa
Representative Director and President
Securities code: (Tokyo Stock Exchange, Prime Market: 7513)
Inquiries: Tadashi Arakawa
Representative Senior Managing Director,
General Manager of Corporate Planning Division
TEL: +81-(0)3-6907-3114
Parent company: BIC CAMERA INC.
Representative: Toru Akiho
Representative Director and President
Securities code: (Tokyo Stock Exchange, Prime Market: 3048)

Notice of Revision to Six-Month and Full-Year Earnings Forecasts

In light of recent trends with our performance and other factors, we have revised, as follows, our six-month and full-year earnings forecasts for the year ending August 31, 2025, which we announced on October 10, 2024.

1. Revision to six-month earnings forecasts for the year ending August 31, 2025 (from September 1, 2024 to February 28, 2025)

	Net sales	Operating profit	Ordinary profit	Six-month profit	Earnings per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	134,500	2,400	2,500	1,550	20.13
Current forecast (B)	136,667	3,440	3,688	2,491	32.34
Change (B-A)	2,167	1,040	1,188	941	
Change (%)	1.6	43.4	47.6	60.7	
Reference: Previous fiscal year's results (Six months ended February 29, 2024)	129,385	2,188	2,335	1,633	21.14

2. Revision to full-year earnings forecasts for the year ending August 31, 2025 (from September 1, 2024 to August 31, 2025)

	Net sales	Operating profit	Ordinary profit	Profit	Earnings per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	275,300	6,400	6,650	4,200	54.55
Current forecast (B)	278,700	7,550	7,850	5,150	66.81
Change (B-A)	3,400	1,150	1,200	950	
Change (%)	1.2	18.0	18.0	22.6	
Reference: Previous fiscal year's results (Year ended August 31, 2024)	269,868	6,359	6,627	4,001	51.87

3. Reasons for revision

(1) Six months

Regarding net sales, in addition to strong sales of mobile phones (smartphones), seasonal appliances such as air conditioners also sold well due to the effect of falling temperatures, so we expect net sales to exceed the previous forecast.

On the profit side, mobile phones (smartphones), for which gross profit margin is relatively low, accounted for a larger share of net sales, so gross profit margin was lower than anticipated. However, by improving the quality of customer interactions by salesclerks and enhancing operational efficiency, we endeavored to boost sales of high-value-added products and continued to control expenses. As a result, operating profit, ordinary profit, and six-month profit are all expected to exceed the previous forecasts.

(2) Full year

Regarding net sales, in addition to the uptick in the six months, from the second half we will be organizing sales to celebrate the 70th anniversary of our foundation, which should give a lift to net sales. We therefore expect net sales to exceed the previous forecast.

On the profit side, given the trend in the six months, we believe that gross profit margin will be about 0.2 percentage points lower than initially forecast. However, regarding selling, general and administrative expenses in the second half, since we will continue striving to control selling expenses and reduce utilities expenses, we expect the figure for total SG&A expenses as a whole to be about the same as initially forecast. We therefore expect all measures of profit to be on a par with initial forecasts.

In view of the above, and thanks to the uptick in the six months, operating profit, ordinary profit, and full-year profit are all expected to exceed the previous forecasts.

Note: The earnings forecasts presented in this document are based on information currently available, and actual financial results may differ from the above forecasts due to various factors.