
Financial Data Book

May 2010

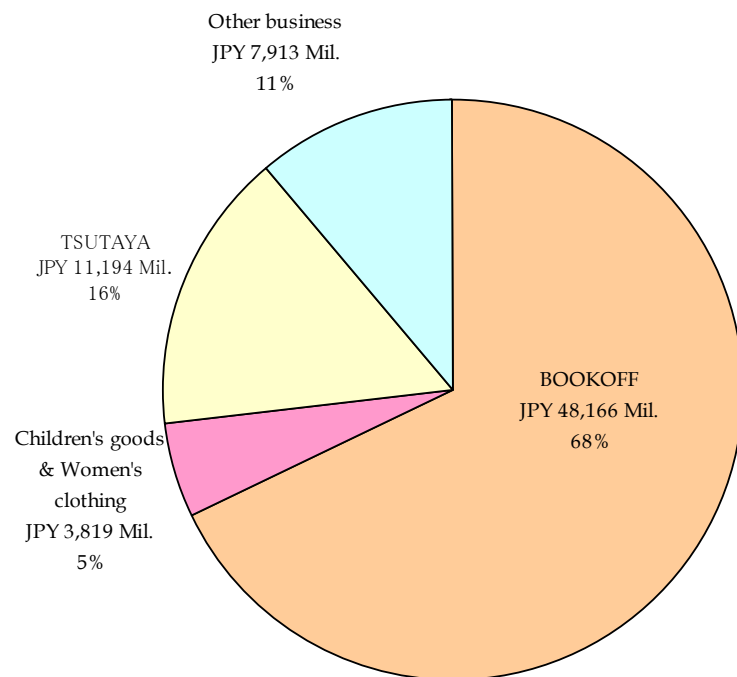


BOOKOFF Corporation Ltd.

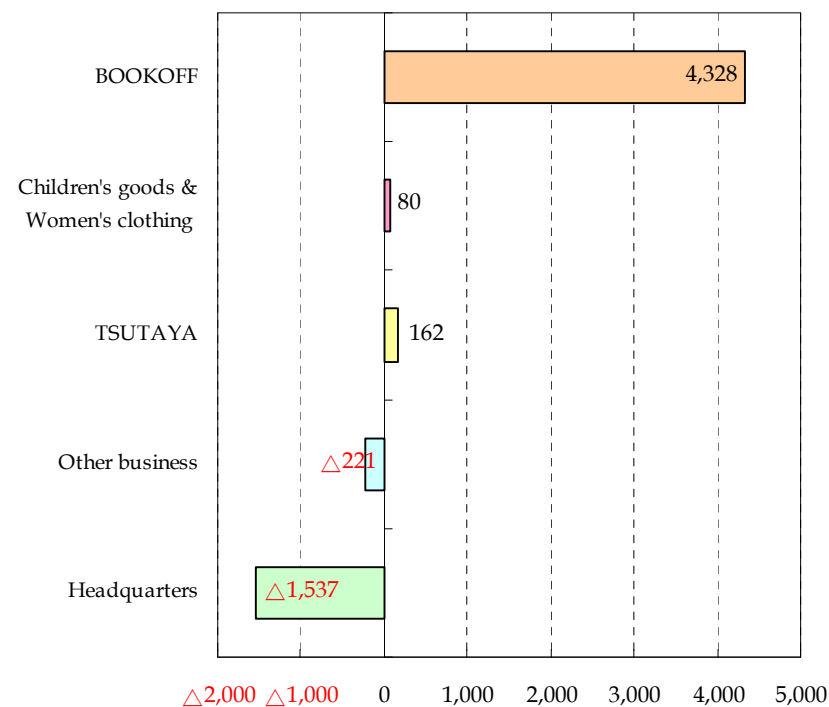
Tokyo stock exchange(1st section) code:3313

Consolidated Results by Segment ended March 2010

Total Sales
JPY 71.092 Mil.



Total Operating income
JPY 2,435 Mil.



Consolidated Financial Results & Estimates

(Mil. of JPY)

	2006/3			2007/3			2008/3			2009/3			2010/3		
		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY
Sales	42,197	100.0%	111.2%	46,224	100.0%	109.5%	50,486	100.0%	109.2%	60,494	100.0%	119.8%	71,092	100.0%	117.5%
Gross profit	27,600	65.4%	109.5%	30,114	65.1%	109.1%	32,708	64.8%	108.6%	36,021	59.5%	110.1%	40,081	56.4%	111.3%
Selling, general & administrative expenses	24,738	58.6%	108.8%	26,740	57.8%	108.1%	30,337	60.1%	113.5%	33,586	55.5%	110.7%	37,270	52.4%	111.0%
Operating income	2,862	6.8%	116.8%	3,374	7.3%	117.9%	2,371	4.7%	70.3%	2,435	4.0%	102.7%	2,811	4.0%	115.5%
Other income	277	0.7%	107.1%	261	0.6%	94.2%	417	0.8%	159.7%	571	0.9%	137.0%	643	0.9%	112.6%
Other expense	△ 173	△0.4%	87.7%	△ 168	△0.4%	97.2%	△ 216	0.4%	128.9%	△ 334	△0.6%	154.5%	317	△0.4%	94.8%
Ordinary income	2,966	7.0%	118.1%	3,467	7.5%	116.9%	2,571	5.1%	74.2%	2,672	4.4%	103.9%	3,138	4.4%	117.4%
Extra-ordinary income	399	0.9%	159.7%	52	0.1%	12.9%	1,092	2.2%	2118.3%	5	0.0%	0.4%	119	0.2%	2506.4%
Extra-ordinary loss	△ 358	△0.8%	226.1%	△ 180	△0.4%	50.1%	△ 1,058	△2.1%	589.1%	△ 661	△1.1%	62.4%	△ 634	△0.9%	96.0%
Income before income taxes & minority interests	3,007	7.1%	115.5%	3,339	7.2%	111.1%	2,605	5.2%	78.0%	2,016	3.3%	77.4%	2,623	3.7%	130.1%
Net income	1,539	3.6%	108.1%	1,901	4.1%	123.5%	1,045	2.1%	55.0%	1,024	1.7%	98.0%	1,379	1.9%	134.6%

Consolidated Financial Results by Segment

Sales (Mil. of JPY, YoY:%, share of each segment for total sales:%)

		2006/3			2007/3			2008/3			2009/3			2010/3		
			share	YoY		share	YoY		share	YoY		share	YoY		share	YoY
Total	1H	20,589	100.0%	112.8%	22,371	100.0%	108.7%	24,502	100.0%	109.5%	26,508	100.0%	108.2%	34,601	100.0%	130.5%
	2H	21,623	100.0%	109.7%	23,853	100.0%	110.3%	25,984	100.0%	108.9%	33,986	100.0%	130.8%	36,491	100.0%	107.4%
	Total	42,212	100.0%	111.2%	46,224	100.0%	109.5%	50,486	100.0%	109.2%	60,494	100.0%	119.8%	71,092	100.0%	117.5%
BOOKOFF	1H	17,136	83.2%	110.9%	18,432	82.4%	107.6%	20,172	82.3%	109.4%	21,548	81.3%	106.8%	23,790	68.8%	110.4%
	2H	17,611	81.4%	109.5%	19,121	80.2%	108.6%	20,905	80.5%	109.3%	23,186	68.2%	110.9%	24,376	66.8%	105.1%
	Total	34,747	82.3%	110.2%	37,553	81.2%	108.1%	41,077	81.4%	109.4%	44,734	73.9%	108.9%	48,166	67.8%	107.7%
Children's goods & Women's clothing	1H	1,426	6.9%	114.9%	1,597	7.1%	112.0%	1,639	6.7%	102.6%	1,683	6.3%	102.7%	1,817	5.3%	108.0%
	2H	1,631	7.5%	107.3%	1,851	7.8%	113.5%	1,930	7.4%	104.3%	1,921	5.7%	99.5%	2,002	5.5%	104.2%
	Total	3,057	7.2%	110.7%	3,448	7.5%	112.8%	3,569	7.1%	103.5%	3,604	6.0%	101.0%	3,819	5.4%	106.0%
TSUTAYA	1H	583	2.8%	150.1%	731	3.3%	125.2%	805	3.3%	110.2%	1,212	4.6%	150.5%	5,419	15.7%	447.2%
	2H	647	3.0%	128.8%	767	3.2%	118.5%	780	3.0%	101.7%	5,452	16.0%	699.0%	5,775	15.8%	105.9%
	Total	1,231	2.9%	138.1%	1,498	3.2%	121.7%	1,585	3.1%	105.8%	6,664	11.0%	420.4%	11,194	15.7%	168.0%
Other businesses	1H	1,444	7.0%	123.4%	1,611	7.2%	111.6%	1,887	7.7%	117.1%	2,065	7.8%	109.4%	3,575	10.3%	173.1%
	2H	1,733	8.0%	108.5%	2,115	8.9%	122.0%	2,368	9.1%	112.0%	3,427	10.1%	144.7%	4,338	11.9%	126.6%
	Total	3,177	7.5%	114.8%	3,726	8.1%	117.3%	4,255	8.4%	114.2%	5,492	9.1%	129.1%	7,913	11.1%	144.1%

Operating income (Mil. of JPY, YoY:%, Operating income ratio of each segment :%)

		2006/3			2007/3			2008/3			2009/3			2010/3		
			ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY
Total	1H	1,293	+6.3%	128.0%	1,518	+6.8%	117.4%	1,192	+4.9%	78.6%	399	+1.5%	33.4%	1,178	+3.4%	295.5%
	2H	1,576	+7.3%	109.2%	1,846	+7.7%	117.1%	1,179	+4.5%	63.8%	2,036	+6.0%	172.8%	1,633	+4.5%	80.2%
	Total	2,869	+6.8%	116.9%	3,364	+7.3%	117.2%	2,371	+4.7%	70.5%	2,435	+4.0%	102.7%	2,811	+4.0%	115.5%
BOOKOFF	1H	1,851	+10.8%	107.6%	2,179	+11.8%	117.7%	1,908	+9.5%	87.6%	1,448	+6.7%	75.9%	2,075	+8.7%	143.3%
	2H	1,903	+10.8%	109.3%	2,088	+10.9%	109.7%	1,666	+8.0%	79.8%	2,429	+10.5%	145.8%	2,253	+9.2%	92.8%
	Total	3,754	+10.8%	108.4%	4,267	+11.4%	113.7%	3,574	+8.7%	83.8%	3,877	+8.7%	108.5%	4,328	+9.0%	111.6%
Children's goods & Women's clothing	1H	71	+5.0%	1127.3%	48	+3.0%	67.8%	48	+2.9%	99.4%	△ 12	△ 0.7%	n.a.	8	+0.4%	n.a.
	2H	150	+9.2%	151.9%	208	+11.2%	138.2%	143	+7.4%	68.6%	203	+10.6%	142.5%	72	+3.6%	35.5%
	Total	221	+7.2%	210.3%	256	+7.4%	115.6%	190	+5.3%	74.4%	191	+5.3%	100.5%	80	+2.1%	41.6%
TSUTAYA	1H	△ 64	△ 11.0%	+65.3%	△ 67	△ 9.2%	+104.7%	44	+5.5%	n.a.	38	+3.2%	+86.8%	89	+1.6%	+231.4%
	2H	14	+2.1%	+61.6%	21	+2.7%	+153.7%	23	+3.0%	+110.2%	95	+1.8%	+411.7%	73	+1.3%	+76.8%
	Total	△ 51	△ 4.1%	+66.3%	△ 46	△ 3.1%	+91.4%	67	+4.2%	n.a.	134	+2.0%	+198.7%	162	+1.4%	+121.1%
Other businesses	1H	53	+3.7%	n.a.	14	+0.9%	+27.1%	△ 25	△ 1.3%	n.a.	△ 205	△ 9.9%	809.4%	△ 210	△ 5.9%	102.6%
	2H	144	+8.3%	87.3%	211	+10.0%	146.7%	151	+6.4%	72.0%	144	+4.2%	95.3%	△ 11	△ 0.3%	△ 7.6%
	Total	197	+6.2%	121.5%	225	+6.0%	114.4%	126	+3.0%	56.1%	△ 60	△ 1.1%	n.a.	△ 221	△ 2.8%	n.a.
Headquarters	1H	△ 618	-	100.4%	△ 656	-	106.3%	△ 782	-	119.2%	△ 871	-	111.4%	△ 783	-	89.9%
	2H	△ 635	-	108.7%	△ 682	-	107.5%	△ 805	-	118.0%	△ 835	-	103.8%	△ 754	-	90.3%
	Total	△ 1,252	-	104.5%	△ 1,338	-	106.9%	△ 1,587	-	118.6%	△ 1,707	-	107.5%	△ 1,537	-	90.1%

Consolidated Purchase & Sales by Segment

Purchase by Segment

(Mil. of JPY)

	2006/3			2007/3			2008/3			2009/3			2010/3		
		share	YoY		share	YoY		share	YoY		share	YoY		share	YoY
BOOKOFF	12,741	83.8%	#REF!	14,815	82.6%	116.3%	14,517	81.4%	98.0%	17,394	67.5%	119.8%	18,676	60.0%	107.4%
Children's goods & Women's clothing	714	4.7%	104.8%	849	4.7%	118.9%	847	4.7%	99.8%	987	3.8%	116.5%	1,020	3.3%	103.3%
TSUTAYA	617	4.1%	125.3%	747	4.2%	120.9%	709	4.0%	94.9%	4,283	16.6%	604.4%	1,020	3.3%	103.3%
Other businesses	1,134	7.5%	107.2%	1,526	8.5%	134.7%	1,768	9.9%	115.8%	3,094	12.0%	175.0%	7,154	23.0%	167.0%
Total	15,206	100.0%	110.2%	17,937	100.0%	118.0%	17,840	100.0%	99.5%	25,758	100.0%	144.4%	4,278	13.7%	138.3%

Sales by Segment

(Mil. of JPY)

		2006/3			2007/3			2008/3			2009/3			2010/3		
			share	YoY		share	YoY		share	YoY		share	YoY		share	YoY
BOOKOFF	Directly operated store sales	30,768	72.9%	111.1%	33,788	73.1%	109.8%	36,668	72.6%	108.5%	39,300	65.0%	107.2%	42,195	59.4%	107.4%
	Online	—	—	—	—	—	—	501	1.0%	—	1,693	2.8%	338.0%	2,204	3.1%	130.2%
	Sales to Franchisees	2,310	5.5%	102.7%	2,018	4.4%	87.4%	1,944	3.9%	96.3%	1,604	2.7%	82.5%	1,558	2.2%	97.1%
	Royalties & others	1,654	3.9%	104.1%	1,747	3.8%	105.6%	1,964	3.9%	112.4%	2,138	3.5%	108.9%	2,209	3.1%	103.3%
	BOOKOFF	34,747	82.3%	110.2%	37,553	81.2%	108.1%	41,077	81.4%	109.4%	44,734	73.9%	108.9%	48,166	67.8%	107.7%
	Children's goods & Women's clothing	3,057	7.2%	110.7%	3,448	7.5%	112.8%	3,569	7.1%	103.5%	3,604	6.0%	101.0%	3,819	5.4%	106.0%
	TSUTAYA															
	Directly operated store sales	1,231	2.9%	138.1%	1,498	3.2%	121.7%	1,585	3.1%	105.8%	6,664	11.0%	420.4%	11,194	15.7%	168.0%
	Other businesses															
	Directly operated store sales	3,177	7.5%	114.8%	3,726	8.1%	117.3%	4,255	8.4%	114.2%	5,492	9.1%	129.1%	7,913	11.1%	144.1%
	Total	42,197	100.0%	111.2%	46,224	100.0%	109.5%	50,486	100.0%	109.2%	60,494	100.0%	119.8%	71,092	100.0%	117.5%
all Segments	Directly operated store sales	38,200	90.5%	112.1%	42,428	91.8%	111.1%	46,052	91.2%	108.5%	55,059	91.0%	119.6%	65,120	91.6%	118.3%
	Sales to Franchisees	2,310	5.5%	102.7%	2,018	4.4%	87.4%	1,944	3.9%	96.3%	1,604	2.7%	82.5%	1,558	2.2%	97.1%
	Online	—	—	—	—	—	—	501	1.0%	—	1,693	2.8%	338.0%	2,204	3.1%	130.2%
	Royalties & others	1,687	4.0%	103.8%	1,778	3.8%	105.4%	1,989	3.9%	111.9%	2,138	3.5%	107.5%	2,209	3.1%	103.3%

Consolidated Balance Sheets

(Mil. of JPY)

	2006/3			2007/3			2008/3			2009/3			2010/3		
		share	change		share	change		share	change		share	change		share	change
Cash & time Deposits	3,351	15.3%	435	4,130	16.2%	779	4,760	16.5%	630	4,440	12.8%	△ 320	4,833	13.2%	393
Inventories	5,368	24.4%	596	6,393	25.0%	1,024	6,457	22.4%	65	8,966	25.8%	2,509	9,072	24.8%	107
Other Current assets	2,049	9.3%	427	2,290	9.0%	242	3,325	11.5%	1,034	3,200	9.2%	△ 124	3,469	9.5%	269
Current Assets	10,768	49.0%	1,459	12,813	50.1%	2,045	14,542	50.4%	1,729	16,606	47.9%	2,064	17,374	47.5%	768
Property, plant & equipment	3,981	18.1%	288	4,707	18.4%	726	5,183	18.0%	476	6,226	17.9%	1,043	7,034	19.2%	808
Land	163	0.7%	△ 15	163	0.6%	0	163	0.6%	0	248	0.7%	85	226	0.6%	△ 21
Buildings and structures	3,513	16.0%	273	4,153	16.3%	639	4,585	15.9%	432	4,885	14.1%	301	4,774	13.1%	△ 112
Others	304	1.4%	30	391	1.5%	87	435	1.5%	44	1,093	3.1%	657	2,034	5.6%	941
Intangible assets	246	1.1%	41	753	2.9%	507	1,088	3.8%	335	1,963	5.7%	875	1,937	5.3%	△ 26
Investments & other assets	6,973	31.7%	501	7,282	28.5%	309	8,013	27.8%	730	9,903	28.5%	1,890	10,205	27.9%	302
Lease deposits	5,406	24.6%	382	5,923	23.2%	516	6,103	21.2%	180	8,031	23.1%	1,928	8,234	22.5%	203
Others	1,566	7.1%	119	1,359	5.3%	△ 207	1,910	6.6%	551	1,872	5.4%	△ 38	1,971	5.4%	99
Fixed Assets	11,199	51.0%	830	12,741	49.9%	1,542	14,283	49.6%	1,542	18,091	52.1%	3,808	19,175	52.5%	1,084
Short-term loans	3,014	13.7%	△ 499	3,511	13.7%	497	6,132	21.3%	2,621	8,791	25.3%	2,659	8,268	22.6%	△ 523
Others	4,797	21.8%	790	4,901	19.2%	103	4,748	16.5%	△ 152	5,552	16.0%	804	6,470	17.7%	918
Current liabilities	7,811	35.6%	291	8,411	32.9%	600	10,880	37.7%	2,469	14,343	41.3%	3,463	14,738	40.3%	395
Long-term loans	3,693	16.8%	288	4,955	19.4%	1,262	5,107	17.7%	152	6,098	17.6%	991	6,314	17.3%	216
Long-term installments	1,274	5.8%	92	1,434	5.6%	160	1,545	5.4%	111	1,509	4.4%	△ 36	1,219	3.3%	△ 290
Others	278	1.3%	△ 23	172	0.7%	△ 106	194	0.7%	23	933	2.7%	739	1,563	4.3%	630
Fixed Liabilities	5,245	23.9%	356	6,560	25.7%	1,315	6,846	23.7%	286	8,540	24.6%	1,695	9,097	24.9%	556
Total Liabilities	13,056	59.4%	648	14,971	58.6%	1,915	17,726	61.5%	2,755	22,884	66.0%	5,158	23,835	65.2%	951
Minority interests	123	0.6%	20	137	0.5%	14	149	0.5%	11	154	0.4%	6	-	-	-
Equity capital	8,788	40.0%	1,621	10,446	40.9%	1,658	11,099	38.5%	653	11,814	34.0%	715			
Total Assets	21,967	100.0%	2,289	25,554	100.0%	3,587	28,825	100.0%	3,271	34,697	100.0%	5,872	36,549	100.0%	1,852

Consolidated Cash Flow

(Mil. of JP)

(12 months ended)	2006/3		2007/3		2008/3		2009/3		2010/3	
		change		change		change		change		change
Net income before Tax and minority interest	3,014	407	3,339	325	2,605	△ 734	2,016	△ 589	2,623	607
Depreciation and amortization	837	50	1,004	167	1,355	351	1,756	401	1,958	202
Increase or decrease of Assets	△ 605	355	△ 745	△ 140	151	896	△ 827	△ 978	104	930
impairment loss	218	218	81	△ 137	249	168	183	△ 66	311	128
Tax, others	△ 1,366	△ 22	△ 1,994	△ 628	△ 1,870	124	△ 1,290	580	△ 734	556
Operating Cash Flow	2,098	1,008	1,685	△ 413	2,429	744	1,839	△ 591	4,262	2424
Expenditure for purchase of Property and Deposit	△ 818	70	△ 1,290	△ 472	△ 1,422	△ 132	△ 1,199	224	△ 1,027	172
Acquisition of intangible assets			△ 446	△ 446	△ 711	△ 265	△ 290	421	△ 221	68
Others	148	469	△ 38	△ 186	△ 977	△ 939	△ 1,170	△ 193	△ 657	512
Investment Cash Flow	△ 671	538	△ 1,774	△ 1,103	△ 3,110	△ 1,336	△ 2,658	452	△ 1,905	752
Free Cash Flow	1,427	1,546	△ 89	△ 1,516	△ 681	△ 592	△ 819	△ 139	2,357	3176
Financial Cash Flow	△ 894	△ 181	865	1,759	1,311	447	658	△ 653	1,956	1298

Consolidated SG&A expenses

(Mil. of JPY, SG&A ratio of each account for total sales:%)

	2006/3			2007/3			2008/3			2009/3			2010/3		
		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY
Payroll	1,916	4.5%	109.0%	2,271	4.9%	118.5%	2,624	5.2%	115.6%	3,308	5.5%	126.1%	3,818	5.4%	115%
Bonus	469	1.1%	121.8%	517	1.1%	110.3%	615	1.2%	119.0%	574	0.9%	93.4%	637	0.9%	111%
Reserve fund of Bonus	283	0.7%	119.2%	322	0.7%	113.7%	347	0.7%	107.8%	368	0.6%	105.9%	340	0.5%	92%
Payroll (part-timers)	6,365	15.1%	113.6%	6,953	15.0%	109.2%	7,734	15.3%	111.2%	8,321	13.8%	107.6%	9,133	12.8%	110%
Legal welfare expense	766	1.8%	105.9%	856	1.9%	111.7%	1,148	2.3%	134.2%	1,305	2.2%	113.7%	1,456	2.0%	112%
Total labor cost	9,799	23.2%	112.6%	10,919	23.6%	111.4%	12,468	24.7%	114.2%	13,876	22.9%	111.3%	15,384	21.6%	111%
Provision for allowance for doubtful account	1	0.0%	22.9%	4	0.0%	500.8%	5	0.0%	147.5%	26	0.0%	475.0%	7	0.0%	28%
Rent for stores	6,782	16.1%	109.1%	7,461	16.1%	110.0%	7,951	15.7%	106.6%	8,835	14.6%	111.1%	9,574	13.5%	108%
Rent for mashines	1,103	2.6%	83.1%	1,069	2.3%	97.0%	1,113	2.2%	104.1%	1,092	1.8%	98.1%	1,017	1.4%	93%
Advertising	1,469	3.5%	114.0%	1,635	3.5%	111.3%	1,478	2.9%	90.4%	1,285	2.1%	87.0%	1,527	2.1%	119%
Public utilities charges	1,108	2.6%	106.3%	1,196	2.6%	108.0%	1,290	2.6%	107.8%	1,470	2.4%	114.0%	1,441	2.0%	98%
Utilities	741	1.8%	117.6%	811	1.8%	109.4%	1,021	2.0%	125.9%	1,008	1.7%	98.7%	1,194	1.7%	118%
Transport	167	0.4%	174.4%	52	0.1%	31.0%	20	0.0%	39.6%	308	0.5%	1504.3%	578	0.8%	188%
Commission	840	2.0%	558.0%	911	2.0%	108.5%	1,426	2.8%	156.6%	1,636	2.7%	114.7%	1,875	2.6%	115%
Royalty	86	0.2%	168.6%	96	0.2%	110.6%	98	0.2%	102.3%	180	0.3%	183.7%	256	0.4%	143%
Depreciation and amortization	827	2.0%	105.0%	991	2.1%	119.9%	1,335	2.6%	134.7%	1,505	2.5%	112.7%	1,624	2.3%	108%
Others	1,815	4.3%	74.2%	1,596	3.5%	87.9%	2,131	4.2%	133.6%	2,366	3.9%	111.0%	2,792	3.9%	118%
Total	24,738	58.6%	108.8%	26,740	57.8%	108.1%	30,337	60.1%	113.5%	33,586	55.5%	110.7%	37,270	52.4%	111%

Financial Results of the Parent Company

(Mil. of JPY)

	2006/3			2007/3			2008/3			2009/3			2010/3		
		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY		ratio	YoY
Sales	26,047	100.0%	107.0%	31,302	100.0%	120.2%	37,208	100.0%	118.9%	40,648	100.0%	109.2%	44,463	100.0%	109%
Gross profit	18,207	69.9%	105.7%	21,522	68.8%	118.2%	25,164	67.6%	116.9%	26,189	64.4%	104.1%	27,528	61.9%	105%
Selling, general & administrative expenses	15,911	61.1%	104.0%	18,836	60.2%	118.4%	22,692	61.0%	120.5%	23,874	58.7%	105.2%	25,094	56.4%	105%
Operating income	2,296	8.8%	119.6%	2,686	8.6%	117.0%	2,472	6.6%	92.0%	2,315	5.7%	93.6%	2,434	5.5%	105%
Other income	394	1.5%	116.7%	304	1.0%	77.1%	454	1.2%	149.7%	483	1.2%	106.3%	448	1.0%	93%
Other expense	△ 315	△1.2%	100.4%	△ 284	△0.9%	90.2%	△ 333	△0.9%	117.2%	△ 405	△1.0%	121.6%	△ 394	△0.9%	97%
Ordinary income	2,374	9.1%	122.3%	2,705	8.6%	114.0%	2,593	7.0%	95.9%	2,393	5.9%	92.3%	2,488	5.6%	104%
Extra-ordinary income	541	2.1%	+173.0%	245	0.8%	45.3%	1,082	2.9%	441.9%	53	0.1%	4.9%	120	0.3%	226%
Extra-ordinary loss	△ 199	△0.8%	152.8%	△ 296	△0.9%	148.7%	△ 801	△2.2%	270.6%	△ 551	△1.4%	68.7%	△ 539	△1.2%	98%
Income before income taxes & minority interests	2,715	10.4%	127.8%	2,654	8.5%	97.7%	2,874	7.7%	108.3%	1,895	4.7%	66.0%	2,069	4.7%	109%
Net income	1,509	5.8%	127.9%	1,522	4.9%	100.9%	1,410	3.8%	92.6%	1,015	2.5%	72.0%	1,126	2.5%	111%

Number of stores by Segment

		(stores)										
segment	store name		2006/3		2007/3		2008/3		2009/3		2010/3	
				change		change		change		change		change
BOOKOFF	BOOKOFF	consolidated	291	+23	310	+19	312	+2	319	+7	307	△12
		FCs	563	+31	578	+15	590	+12	598	+8	610	+12
		total	854	+54	888	+34	902	+14	917	+15	917	+0
children's goods & Women's clothing	B•KIDS	consolidated	28	+1	27	△1	27	+0	20	△7	20	+0
		FCs	8	△1	8	+0	6	△2	6	+0	6	+0
		total	36	+0	35	△1	33	△2	26	△7	26	+0
	B•STYLE, Others	consolidated	19	+2	22	+3	20	△2	24	+4	28	+4
		FCs	6	+1	7	+1	8	+1	8	+0	8	+0
		total	24	+4	29	+5	28	△1	32	+4	36	+4
	Remix Edition	consolidated					2	+2	3	+1	3	+0
	Segment total		60	+4	64	+4	61	△3	61	△3	65	+4
	TSUTAYA	TSUTAYA (franchisee)	consolidated	8	+2	9	+1	9	+0	33	+24	34
Other Businesses	Reuse Business	consolidated	28	+1	35	+7	43	+8	47	+4	64	+17
		FCs	6		6	+0	10	+4	10	+0	6	△4
		total	34	+2	41	+7	53	+12	57	+4	70	+13
	HARDOFF (franchisee)	consolidated	12	+3	13	+1	12	△1	13	+1	12	△1
	New book store	consolidated							11	+11	11	+0
	Café, Oteres	consolidated	4	+0	4	+0	1	△3	1	+0	3	+2
Other Businesses	total	50	+5	58	+8	66	+8	82	+5	96	+14	
Grand Total	consolidated		390	+32	420	+30	426	+6	471	+34	482	+11
	FCs		583	+31	599	+16	614	+15	622	+8	630	+8
	total		973	+64	1,019	+46	1,040	+21	1,093	+53	1112	+19

Overview of BOOKOFF stores by the operator

	Unit	2006/3		2007/3		2008/3		2009/9		2010/3		
			change		change		change		change		change	
BOOKOFF stores directly operated by the Parent company	Number of stores of the end of the term	stores	210	+14	230	+20	287	+57	303	+16	296	△7
	Sales floor space of the end of the term	tsubo	28,004	+1,582	31,532	+3,528	40,040	+8,508	42,477	+2,437	42,915	+438
	Average sales floor space per store		133.4	△1.5	137.1	+3.7	139.5	+2.4	140.2	+0.7	145.0	+4.8
	Average monthly sales per sales floor space	thou. of JPY	73.6	+1.9	72.6	△1.0	77.3	+4.6	79.5	+2.2	84.2	+4.7
	Average spending per piece	JPY	260.4	+2.2	265.0	+4.7	280.8	+15.8	292.4	+11.6	314.2	+21.7
	Average spending per customers	JPY	865.3	+18.5	881.1	+15.9	980.9	+99.7	984.6	+3.7	1,016.9	+32.3
	Average spending per pieces per customers	pieces	3.32	+0.04	3.32	+0.00	3.49	+0.17	3.37	△0.13	3.24	△0.13
	Average purchase per piece	JPY	63.8	+1.4	63.3	△0.5	68.6	+5.4	78.7	+10.1	82.3	+3.6
	Average purchase per customers	JPY	2,040.9	+22.0	2,061.6	+20.7	2,129.7	+68.1	2,265.1	+135.4	2,404.1	+139.1
	Average purchase per pieces per customers	pieces	31.99	△0.36	32.58	+0.59	31.03	△1.55	28.77	△2.26	29.22	+0.44
	Number of deficit stores		23	△18	32	+9	47	+15	33	△14	32	△1
	New store less than 12 months from opening	stores	16	△8	17	+1	23	+6	8	△15	8	+0
	New store less than 24 months from opening		5	△4	7	+2	11	+4	14	+3	4	△10
BOOKOFF stores operated by Affiliates	Number of stores	stores	74	+8	71	△3	6	△65	7	+1	7	+0
	Sales floor space of the end of the term	tsubo	8,950	+944	8,718	△232	-	-	-	-	-	-
	Average sales floor space per store		120.9	△0.4	122.8	+1.8	-	-	-	-	-	-
	Average monthly sales per sales floor space	thou. of JPY	65.1	+2.1	67.3	+2.2	-	-	-	-	-	-
BOOKOFF stores operated by the Franchisees	The end of the term number of stores	stores	563	+31	578	+15	589	+11	597	+8	608	+11
	Sales floor space of the end of the term	tsubo	62,508	+3,652	64,387	+1,879	67,475	+3,088	69,128	+1,653	71,088	+1,960
	Average sales floor space per store		111.0	+0.4	111.4	+0.4	114.6	+3.2	115.8	+1.2	116.9	+1.1
	Average monthly sales per sales floor space	thou. of JPY	54.5	+0.9	56.2	+1.7	54.4	△1.8	57.4	+3.0	56.4	△1.0
	Number of Franchisee	companies	113	+3	114	+1	110	△4	106	△4	104	△2
	Number of average stores per franchisee	stores	5.0	+0.1	5.1	+0.1	5.4	+0.3	5.6	+0.3	5.8	+0.2

(1 tsubo = 3.3㎡ =35.5sft)

①All datas are based on the store administrative accounting, ②Excluding overseas stores

Sales from Franchisees

	Tarrif	Sales of FY2010 (consolidated)
Initial fee per New store	JPY 2.0 ~ 5.0 Mil. for assistance of opening a store	JPY 40 Mil.
Royalty	2.0 ~ 4.0% per store sales amount	JPY 1,347 Mil.
System fee	JPY 55 Thou. per month per sales register system	JPY 785 Mil.

- Note 1. New store by franchise companies in FY2010 : 28stores
- Note 2. Sales of all BOOKOFF franchisee stores in FY: JPY 47,159 Mil.
- Note 3. Number of average BOOKOFF stores in FY20: 600 stores

Breakdown of Shareholder

as of 2010/3

	2006/3			2007/3			2008/3			2009/3			2010/3		
	Number of shares held	share	Number of holders	Number of shares held	share	Number of holders	Number of shares held	share	Number of holders	Number of shares held	share	Number of holders	Number of shares held	share	Number of holders
Individuals and others	3,208,166	16.8%	3,652	3,076,603	15.9%	3,670	8,579,040	44.4%	7,616	7,455,028	38.4%	5,813	4,958,792	25.5%	7,003
Financial institution	3,096,500	16.2%	45	3,272,500	16.9%	39	2,007,386	10.4%	32	2,700,885	13.9%	27	4,209,600	21.6%	34
Securities companies	163,042	0.9%	16	166,113	0.9%	21	145,021	0.7%	28	156,849	0.8%	21	206,900	1.1%	32
Others corporations	2,367,792	12.4%	115	2,312,900	12.0%	107	2,774,000	14.3%	117	3,445,776	17.7%	108	8,952,000	46.0%	108
Foreign companies and individuals	2,454,800	12.8%	61	3,165,884	16.4%	78	4,285,753	22.2%	64	4,128,604	21.2%	60	443,200	2.3%	55
Founder	6,806,100	35.6%	7	6,287,200	32.5%	7	—	—	—	—	—	—	—	—	—
Stock for treasury	1,046,000	5.5%	1	1,046,000	5.4%	1	1,546,000	8.0%	1	1,546,058	8.0%	1	702,708	3.6%	1
Total	19,142,400	100.0%	3,897	19,327,200	100.0%	3,923	19,337,200	100.0%	7,858	19,433,200	100.0%	6,030	19,473,200	100.0%	7,233

Major Shareholders

as of 2010/3

Name of shareholder		Number of shares held	shares
1	Dai Nippon Printing Co.,Ltd	1,283,000	6.83%
2	MARUZEN CO., LTD.	1,183,300	6.30%
3	Curture Convenience Co.,Ltd.	1,146,000	6.10%
4	HARDOFF Corporation	1,005,000	5.35%
5	The Nomura Trust and Banking Co., Ltd. (BOOKOFF Corporation Ltd. (employees' stock Trust Account))	834,000	4.44%
6	Kodansha Ltd.	833,300	4.43%
7	SHUEISHA Inc.	833,300	4.43%
8	Shogakukan Inc.	833,300	4.43%
9	BOOKOFF Corporation Ltd. (employees' stock)	755,504	4.02%
10	TRC, Inc	750,000	3.99%