



Fiscal Year Ending March 31, 2023 (FY2022)

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# Consolidated Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2023

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November 4, 2022  
Joshin Denki Co., Ltd.

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## Major Initiatives in the First Half of the Fiscal Year Ending March 31, 2023 (FY2022)

Announced	Details
2022/10/1	Opening of the AEON MALL Toki store on Tuesday, October 4
2022/9/30	Publication of the Integrated Report
2022/9/19	Endorsed the paternity leave project and developed a corporate culture where employees can enjoy both child rearing and work
2022/9/12	Academia-industry partnership project between Joshin and BAIKA Women's University At the Joshin Ibaraki Store and the Minoh Q's MALL Store, counters filled with the ideas of students and representing a new set of values were created
2022/8/23	Selected as a business operator earning decarbonized points in the "Survey and Study Project for Decarbonized Point Granting System for Promoting Environmentally Conscious Consumption Actions" of the Osaka Prefectural Government
2022/8/8	First electronics retail store in Japan to participate in the "United Nations Global Compact"
2022/7/28	22 Joshin Denki stores in the Kansai region adopted carbon-neutral city gas of Osaka Gas
2022/7/19	Absorption-type merger of a consolidated subsidiary (Joshin Shuhan Co., Ltd.)
2022/7/8	Awarded the Certificate of Appreciation for Outstanding Contribution for the eighth consecutive year for Joshin's part in the "Small Rechargeable Battery Recycling Power-up Campaign"
2022/6/23	Supporting the disabled with home appliance coupons and offering coupons to "MIRAIR0 ID," the digital physical disability certificates
2022/6/16	Expanded childcare leave for male employees to 28 days, the same as post-natal paternity leave, out of which the taking of 14 days leave within 8 weeks from birth became mandatory
2022/5/30	Participation in the "Decarbonized Point System Promotion Platform" of the Osaka Prefectural Government

# Earnings Summary for the First Six Months of the Fiscal Year Ending March 31, 2023 (FY2022) -1

## Consolidated Income Statement (First Half)

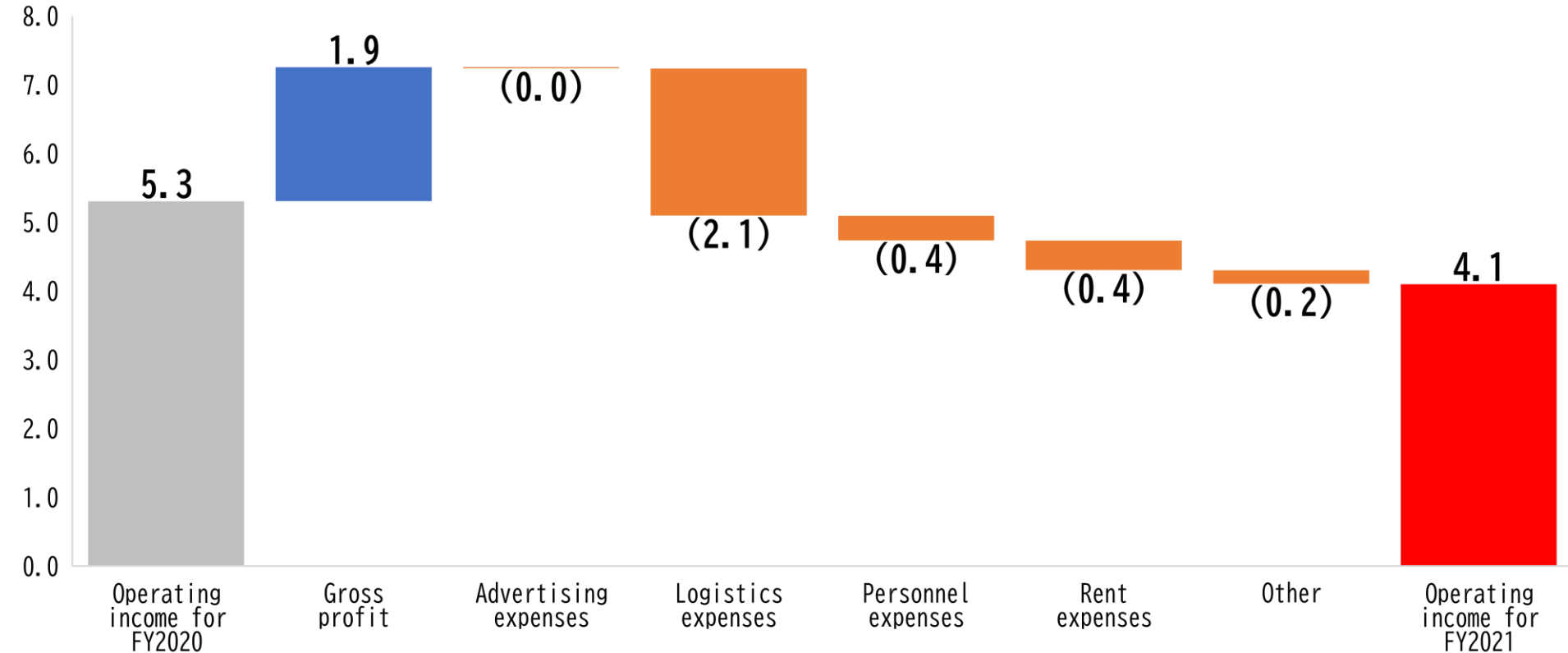
(Million yen)	First six months of FY2021 (Apr. -Sep.)		First six months of FY2022 (Apr. -Sep.)					
	Actual results	% of net sales	Forecast	% of net sales	Actual results	% of net sales	YoY	Actual vs. forecast
Net sales	200,822	100.0%	202,000	100.0%	197,918	100.0%	(1.4%)	(2.0%)
Of which, sales at stores	159,576	79.5%	-	-	160,125	80.9%	0.3%	-
Of which, sales in EC business	36,993	18.4%	-	-	35,634	18.0%	(3.7%)	-
Of which, other sales	4,253	2.1%	-	-	2,158	1.1%	(49.3%)	-
Gross profit	49,244	24.5%	-	-	51,193	25.9%	4.0%	-
Selling, general and administrative expenses	43,938	21.9%	-	-	47,089	23.8%	7.2%	-
Operating income	5,305	2.6%	4,000	2.0%	4,104	2.1%	(22.6%)	2.6%
Ordinary income	6,073	3.0%	4,000	2.0%	4,119	2.1%	(32.2%)	3.0%
Net income (*1)	4,064	2.0%	2,700	1.3%	3,006	1.5%	(26.0%)	11.3%

\*1 Profit attributable to owners of parent

# Earnings Summary for the First Six Months of the Fiscal Year Ending March 31, 2023 (FY2022) -2

Factors for changes in operating income: Vs. previous year

(Billion yen)



Operating income for FY2020	Gross profit	Advertising expenses	Logistics expenses	Personnel expenses	Rent expenses	Other	Operating income for FY2021
5.3	1.9	(0.0)	(2.1)	(0.4)	(0.4)	(0.2)	4.1

# Earnings Summary for the First Six Months of the Fiscal Year Ending March 31, 2023 (FY2022) –3

## Consolidated Income Statement (July-September)

(Million yen)	1Q, FY2021 (Apr. -Jun.)		1Q FY2022 (Apr. -Jun.)			2Q FY2021 (Jul. -Sep.)		2Q FY2022 (Jul. -Sep.)		
	Actual results	% of net sales	Actual results	% of net sales	YoY	Actual results	% of net sales	Actual results	% of net sales	YoY
Net sales	97,423	100.0%	94,601	100.0%	(2.9%)	103,399	100.0%	<b>103,316</b>	100.0%	(0.1%)
Of which, sales at stores	76,105	78.1%	75,944	80.3%	(0.2%)	83,471	80.7%	<b>84,181</b>	81.5%	0.9%
Of which, sales in EC business	18,583	19.1%	17,367	18.4%	(6.5%)	18,410	17.8%	<b>18,267</b>	17.7%	(0.8%)
Of which, other sales	2,734	2.8%	1,290	1.4%	(52.8%)	1,519	1.5%	<b>868</b>	0.8%	(42.9%)
Gross profit	24,521	25.2%	24,820	26.2%	1.2%	24,722	23.9%	<b>26,373</b>	25.5%	6.7%
Selling, general and administrative expenses	21,295	21.9%	23,429	24.8%	10.0%	22,642	21.9%	<b>23,660</b>	22.9%	4.5%
Operating income	3,225	3.3%	1,391	1.5%	(56.9%)	2,080	2.0%	<b>2,713</b>	2.6%	30.4%
Ordinary income	3,224	3.3%	1,394	1.5%	(56.7%)	2,849	2.8%	<b>2,724</b>	2.6%	(4.4%)
Net income*1	1,973	2.0%	1,016	1.1%	(48.5%)	2,090	2.0%	<b>1,990</b>	1.9%	(4.8%)

\*1 Profit attributable to owners of parent

# Earnings Summary for the First Six Months of the Fiscal Year Ending March 31, 2023 (FY2022) -4

## Sales by product (YoY change in major products)

(Million yen)	1Q FY2021 (Apr.-Jun.)		1Q FY2022 (Apr. -Jun.)			2Q FY2021 (Jul. -Sep.)		2Q FY2022 (Jul. -Sep.)			First six months of FY2021 (Apr. -Sep.)		First six months of FY2022 (Apr. -Sep.)		
	Actual results	% of net sales	Actual results	% of net sales	YoY	Actual results	% of net sales	Actual results	% of net sales	YoY	Actual results	% of net sales	Actual results	% of net sales	YoY
TVs	6,806	7.0%	5,973	6.3%	(12.2%)	8,328	8.1%	6,921	6.7%	(16.9%)	15,134	7.5%	12,894	6.5%	(14.8%)
Refrigerators	6,472	6.7%	6,481	6.9%	0.1%	8,439	8.2%	8,139	7.9%	(3.6%)	14,911	7.4%	14,620	7.4%	(2.0%)
Washing machines and vacuum cleaners	9,783	10.0%	8,651	9.1%	(11.6%)	10,385	10.0%	9,958	9.6%	(4.1%)	20,168	10.0%	18,609	9.4%	(7.7%)
Microwave ovens and cookers	4,506	4.6%	3,871	4.1%	(14.1%)	4,461	4.3%	3,871	3.7%	(13.2%)	8,967	4.5%	7,742	3.9%	(13.7%)
Air conditioners	13,473	13.8%	14,742	15.6%	9.4%	13,743	13.3%	14,437	14.0%	5.0%	27,216	13.6%	29,179	14.7%	7.2%
Personal computers	5,676	5.8%	5,023	5.3%	(11.5%)	5,210	5.0%	4,724	4.6%	(9.3%)	10,886	5.4%	9,747	4.9%	(10.5%)
Mobile phones	5,073	5.2%	6,113	6.5%	20.5%	5,511	5.3%	6,824	6.6%	23.8%	10,584	5.3%	12,937	6.5%	22.2%
Games, models, toys, musical instruments	12,714	13.0%	11,060	11.7%	(13.0%)	12,209	11.8%	15,042	14.6%	23.2%	24,923	12.4%	26,102	13.2%	4.7%

# Earnings Summary for the First Six Months of the Fiscal Year Ending March 31, 2023 (FY2022) -5

## Balance sheet

(Million yen)	2022/03	2022/09	Change	(Million yen)	2022/03	2022/09	Change
Current assets	107,515	113,543	6,028	Current liabilities	78,046	86,318	8,272
Tangible assets	73,300	73,527	226	Non-current liabilities	40,729	36,703	(4,025)
Intangible assets	2,405	2,358	(47)	Total liabilities	118,776	123,022	4,246
Investments, other assets	34,195	33,155	(1,039)				
Non-current assets	109,902	109,041	(860)	Total net assets	98,641	99,562	920
Total assets	217,417	222,584	5,167	Total liabilities and net assets	217,417	222,584	5,167
(Reference)							
Total interest-bearing liabilities	40,017	42,408	2,391	Total net interest-bearing liabilities*	37,656	38,702	1,046

## Cash flows

\*Total net interest-bearing liabilities: interest-bearing liabilities less cash and deposits

(Million yen)	2021/09	2022/03	2022/09	Change from 2021/09	Change from 2022/03
Cash flow from operating activities (a)	(1,157)	1,442	4,620	5,777	3,178
Cash flow from investing activities (b)	(4,087)	(9,573)	(3,182)	905	6,391
(Free cash flow (a) + (b))	(5,244)	(8,131)	1,438	6,682	9,569
Cash flow from financing activities	4,140	1,873	(91)	(4,232)	(1,964)
Cash and cash equivalents at end of period	7,513	2,360	3,706	(3,807)	1,346



# Full-year Forecast for the Fiscal Year Ending March 31, 2023 (FY2022)

## Consolidated Income Statement (Full-year forecast)

(Million yen)	Full-year FY2021 (Apr. -Mar.)		Full-year FY2022 (Apr. -Mar.)					
	Actual results	% of net sales	Previous forecast	% of net sales	New forecast	% of net sales	YoY	Previous Forecast Change
Net sales	409,508	100.0%	420,000	100.0%	420,000	100.0%	2.6%	0.0%
Operating income	8,884	2.2%	10,000	2.4%	10,000	2.4%	12.6%	0.0%
Ordinary income	9,701	2.4%	10,000	2.4%	10,000	2.4%	3.1%	0.0%
Net income*1	6,391	1.6%	7,000	1.7%	7,000	1.7%	9.5%	0.0%

\*1 Profit attributable to owners of parent

## (Forecast for second half)

(Million yen)	Second half FY2021 (Oct. -Mar.)		Second half FY2022 (Oct. -Mar.)					
	Actual results	% of net sales	Previous forecast	% of net sales	New forecast	% of net sales	YoY	Previous Forecast Change
Net sales	208,686	100.0%	218,000	100.0%	222,081	100.0%	6.4%	1.9%
Operating income	3,579	1.7%	6,000	2.8%	5,895	2.7%	64.7%	△1.7%
Ordinary income	3,628	1.7%	6,000	2.8%	5,880	2.6%	62.1%	△2.0%
Net income*1	2,327	1.1%	4,300	2.0%	3,993	1.8%	71.6%	△7.1%

\*1 Profit attributable to owners of parent

# Progress in the Medium-term Management Plan “JT-2023” -1

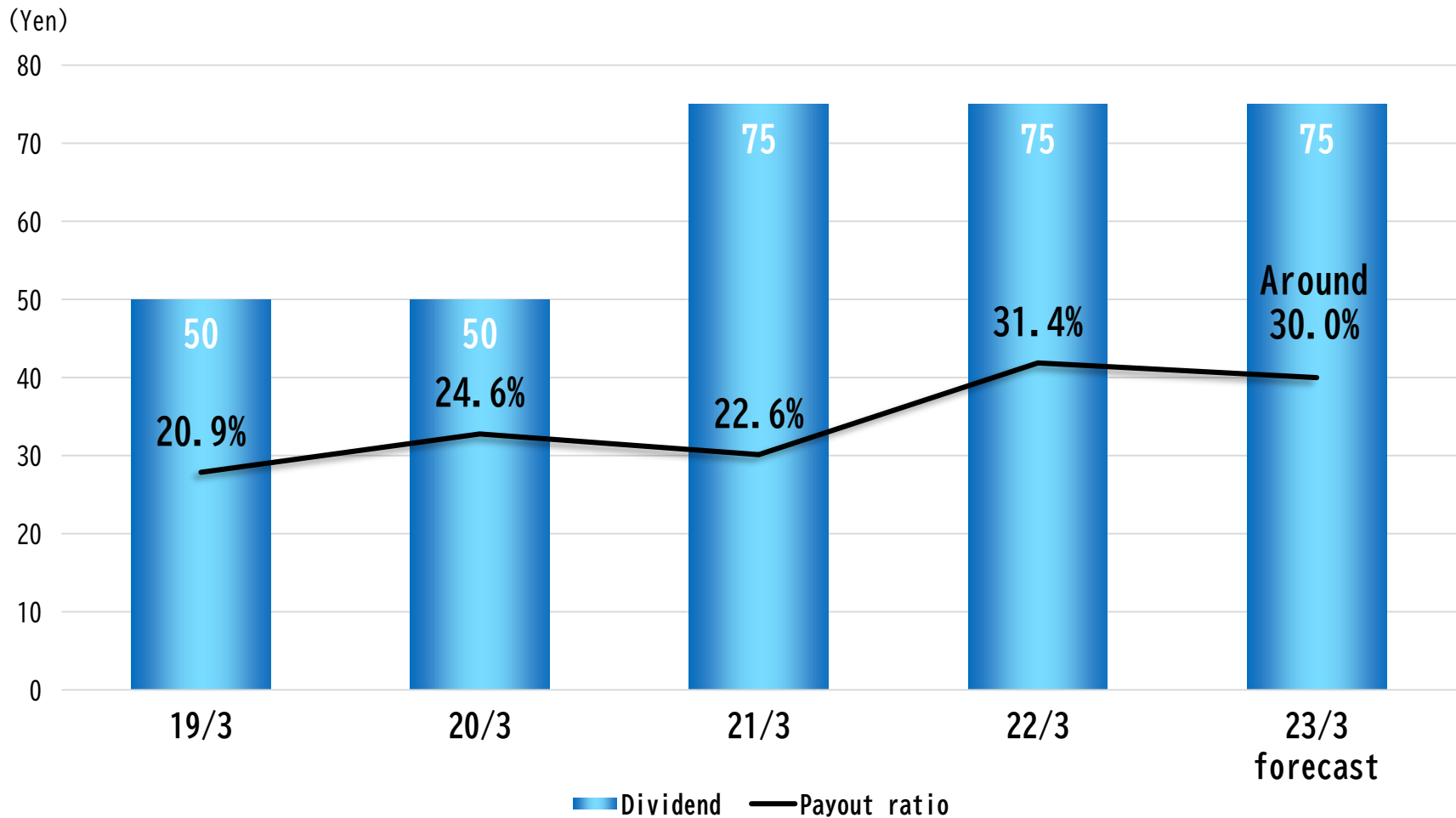
FY2022 is the final year of the Medium-term Management Plan “JT-2023”

(Million yen)	Targets for the final year (FY2022)					
	(1) Initial plan	(2) Revised plan	(3) Revised plan	New forecast	Change	Actual vs. plan
Net sales	435,000	450,000	420,000	420,000	-	-
Of which, sales in EC business	70,000	80,000	80,000	80,000	-	-
Operating income	11,500	16,500	10,000	10,000	-	-
Ordinary income	11,500	16,500	10,000	10,000	-	-
Equity ratio	45.0% or higher	45.0% or higher	45.0% or higher	45.0% or higher	-	-
ROE	7.0% or higher	9.0% or higher	7.0% or higher	7.0% or higher	-	-
ROA	5.5% or higher	7.0% or higher	5.5% or higher	5.5% or higher	-	-
ROIC	5.5% or higher	7.0% or higher	5.5% or higher	5.5% or higher	-	-
Payout ratio	Around 30.0%	Around 30.0%	Around 30.0%	Around 30.0%	-	-

\*(1) Initial plan released August 7, 2020; (2) Revised plan released May 7, 2021; (3) Revised plan released May 6, 2022

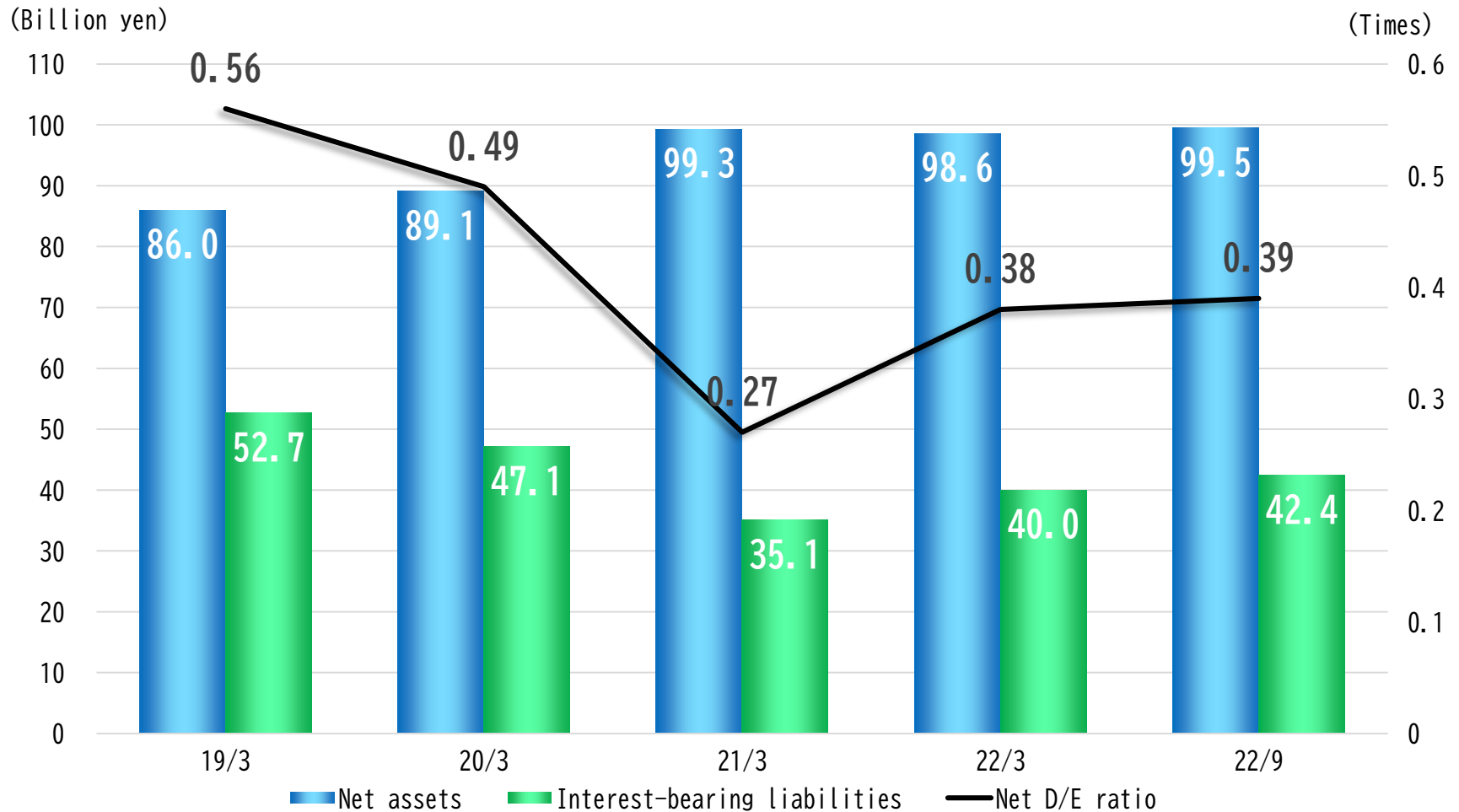
# Progress in the Medium-term Management Plan “JT-2023” -2

## Dividend and payout ratio



# Progress in the Medium-term Management Plan “JT-2023” -3

## Financial standing



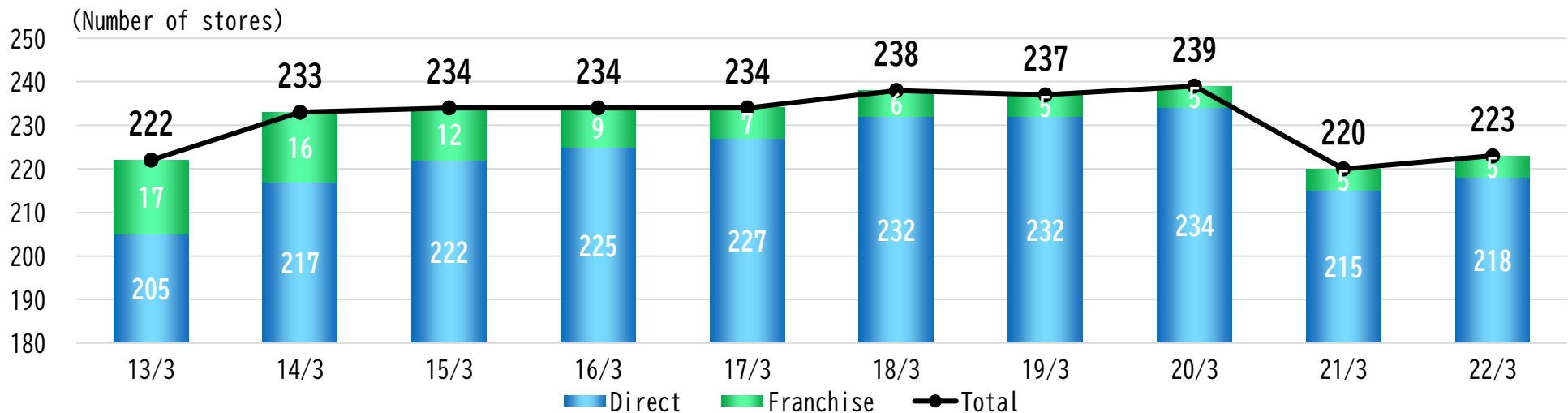
\*Net D/E ratio: (Interest-bearing liabilities - Cash and deposits) / Net assets

# Progress in the Medium-term Management Plan “JT-2023” -4

## Store openings and store closings

New store openings		Prefecture	Type of store	Name
2022	Oct.	Gifu	Joshin	AEON MALL Toki Store

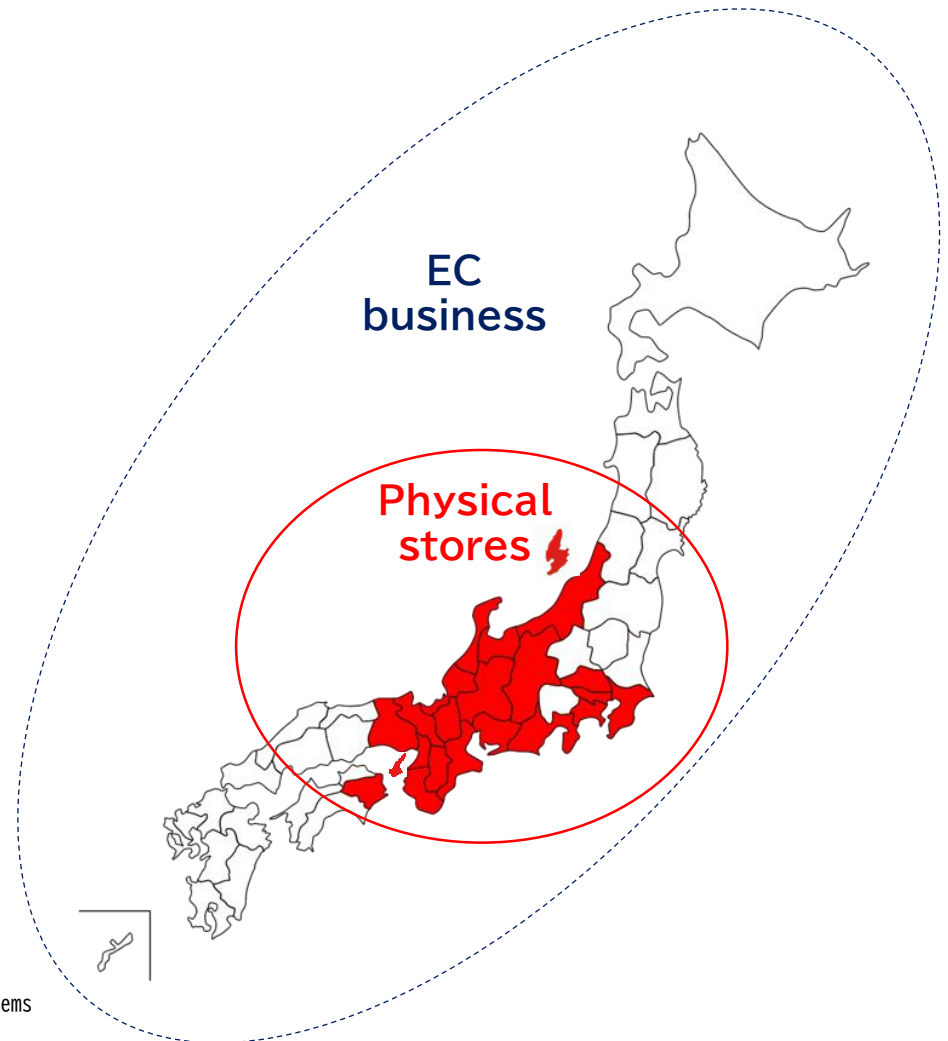
New store opening due to relocation		Prefecture	Type of store	Name
2022	Apr.	Shiga	Joshin	Omihachiman Store ⇒ AEON MALL Omihachiman Store
	May	Hyogo	Joshin	Nada Store ⇒ Coop LIVING Konan Store
	Nov.	Osaka	Joshin	Nipponbashi Ichibankan J&P Technoland Disc Pier Nipponbashi Store ⇒ Nipponbashi Store



# Progress in the Medium-term Management Plan “JT-2023” -5

Number of stores as of September 30, 2022

Region	Pref.	Joshin		BOOK OFF	TSUTAYA
		Direct	Franchise		
Kansai	Osaka	54		5	2
	Kyoto	12			
	Hyogo	38			2
	Shiga	12		1	
	Nara	12			
	Wakayama	8			
Shikoku	Tokushima	0	2		
Tokai	Aichi	16	3		
	Gifu	6			
	Mie	9			
	Shizuoka	1			
Kanto	Tokyo	3			
	Kanagawa	2			
	Saitama	7			
	Chiba	5			
Hokushinetsu	Toyama	8			
	Ishikawa	3			
	Fukui	2			
	Niigata	9			
	Nagano	1			
Total		208	5	6	4



Joshin operates some BOOK-OFF shops as a franchisee. These shops buy and sell items for reuse, such as books, CDs, DVDs, video games, apparel, and hobby items.



Joshin is a franchisee of an entertainment shop TSUTAYA, which offers lifestyle choices by selling new books, stationery, and other goods, and renting movies, music, and comics.

## Progress in the Medium-term Management Plan “JT-2023” -6

### New logistics project

The Kansai Ibaraki Fulfillment Center is moving towards unified distribution, and TC\*1 and DC\*2 operations were shifted there in February 2022.

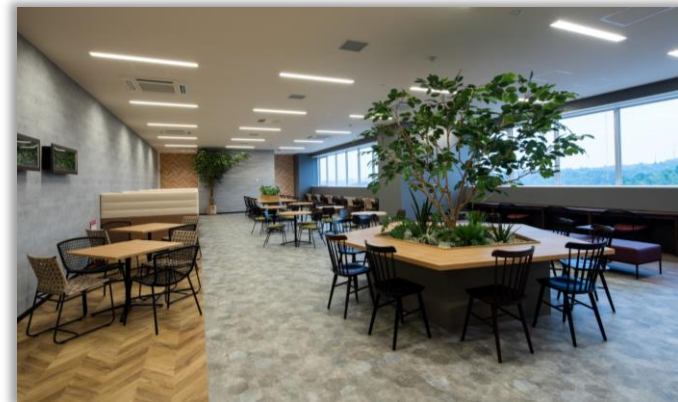
Shipments of all EC (\*3) products from TC and DC began in July, and full-scale operations have commenced.



### ●Ibaraki Fulfillment Center specs

- Stocked items : +20% from before move
- EC shipment capacity : +100% from before move
- Total inventory amount : -10% from before move
- Transport vehicles : -10% from before move
- Total floor area : Approx. 116,000㎡
- Five-story seismic isolation structure

### ●Cafeteria inside the Kansai Ibaraki Fulfillment Center



- \*1 TC: Short for Transfer Center (where goods can be relayed)
- \*2 DC: Short for Distribution Center (warehouse type)
- \*3 EC: Short for electronic commerce, which is generally called “online sales” or “net shopping.”

# Sustainability Management -1

Integrated Report 2022 (Fiscal Year Ended March 31, 2022) was released

We have prepared the Integrated Report based on the Integrated Reporting Framework of the IFRS Foundation to explain to a wide range of stakeholders, including shareholders and investors, the direction in which the Company is heading, key management strategies, business activities that are the basis of value creation, and ESG initiatives, among others, as well as to enhance corporate value through constructive dialogues sustainably.

Apr. 2022 | Established a Sustainability Promotion Office



Analysis of climate-related risks and opportunities

The Group considers “Contributing to the creation of an enriching society that is in harmony with the global environment” as a materiality theme.

In order to appropriately deal with the risks and opportunities related to environmental issues, the Group, going forward, will disclose information in line with the items recommended by the recommendation of the Task Force on Climate-related Financial Disclosures (TCFD), namely, governance, strategy, risk management, and metrics and targets.



Joshin Denki Co., Ltd.  
 Integrated Report 2022  
 Fiscal Year Ended March 31, 2022



## Sustainability Management -2

### Initiatives related to climate change (carbon neutrality)

- We promoted the installation of photovoltaic power generation systems at all possible business sites, and installation will be complete during FY2023.
- Compared to FY2013, we have reduced GHG emissions by 67.6%, thus already achieving the 46% targeted by the government.
- The Group calculated emissions for the first time in FY2021 and identified all emissions in scope 3.
- Target for sales of environmentally-friendly products: 40% or more in sales composition. In FY2021, we achieved 43.6%.

Ratio of switching to renewable energy

Applicable business sites	Switch ratio *As of Sept. 30, 2022	Carbon neutrality targets
All business sites, including tenants	57.4%	Scheduled to achieve 100% by 2040
Of which business sites where the Company contracts directly with the power supplier	94.7%	Scheduled to achieve 100% by 2023

### Joshin Green Smile Challenge 2050 (excerpt)

Aiming for sustained growth by “contributing to the creation of an enriching society that is in harmony with the global environment,” the Joshin Group has set the following initiatives and targets in dealing with environmental challenges to be achieved by 2050.

- Raise the percentage of renewable energy sources to 100% (at all business sites, including rented ones) [2040]
- Raise the percentage of off-grid power to 50% to promote off-grid power generation and consumption
- Cut 100% of GHG emissions in all categories of Scope 3
- Rank as the top company in the CDP Climate Change Report [2035]
- Establish the business model of a circular economy by creating value with business partners

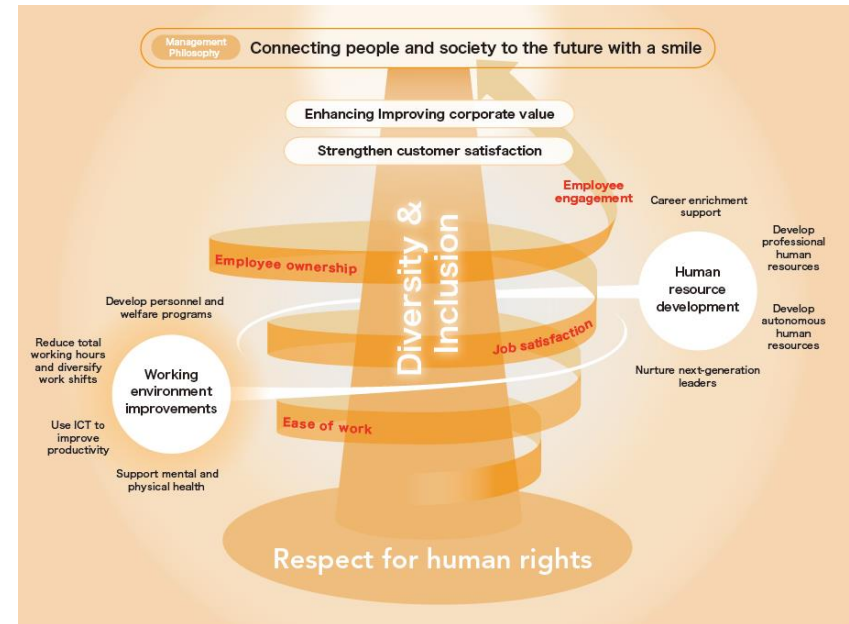
# Sustainability Management -3

## Diversity and Inclusion (D&I)

- With the spiritual foundation of “respect for human rights,” we promote various human resource strategies based on the basic concept of consistently maintaining “D&I.”
- D&I is an initiative to realize job satisfaction and ease of work and to create the foundation for opening up business prospects from multiple perspectives.
- As core measures of all human resource strategies, including D&I, we will strive to heighten the awareness of employees, represented by the four key terms, “job satisfaction,” “ease of work,” “employee ownership,” and “employee engagement.”

### Major D&I initiatives

Timing	Details
Nov. 2021	Established a Diversity Promotion Office
Apr. 2022	Established a Diversity Council
May 2022	Created a poster with the president’s message on D&I and displayed it in all divisions



Purpose of establishing the Diversity Council

- Build a mechanism to utilize employees’ voices in management
- Encourage employee retention by forming an internal community
- Create an easy-to-work work environment
- Enhance employee engagement

# Sustainability Management -4

## Endorsement of UN Global Compact

- In July, we signed a statement of support for the UN Global Compact.
- Preparations are underway to formulate a human rights policy during FY2022. We will actively work to establish a human rights due diligence system that aligns with international norms.



## 「Announcement of “Joshin Group Health and Productivity Management Declaration”

**We declare that we will strive to promote the mental and physical health of all employees of the Joshin Group.**

To practice our management philosophy of “Connecting the futures of people and society with smiles” through the creation of two social values— “supporting and strengthening resilience in our aging society” and “achieving carbon neutrality in the home” –we have declared our commitment to proactively improving the health of our employees and their families, which are the drivers of this initiative.

Oct. 2022 | Established a Health and Productivity Management Promotion Office

## Developing a corporate culture where employees can enjoy both child rearing and work

- From April 2022, the number of days of childcare leave for male employees (paid leave for child care) was expanded to 28 days. All applicable employees (including directly-employed non-permanent employees) take 14 days or more within eight weeks from birth to take on the challenge of child-rearing.
- We support the paternity leave project of Sekisui House, Ltd. and encourage employees to take paternity leave, through press releases and other means.


**ジョーシングループ  
健康経営宣言**

ジョーシングループ全従業員の  
「こころとからだの健康増進」に  
努めることを宣言いたします。

ジョーシングループは、従業員一人ひとりが心身ともに健康で最高のパフォーマンスを発揮できる社内環境、自分の成長を実感できる職場づくりが当社グループの成長に必要不可欠だと考えています。

ジョーシングループは、「高齢社会のレジリエンス強化支援」と「家庭のカーボンニュートラルの実現」という2つの社会価値の創出を通じて、経営理念「人と社会の未来を笑顔でつなぐ」を実践するため、その推進力となる従業員とその家族の健康づくりに積極的に取り組むことを宣言いたします。

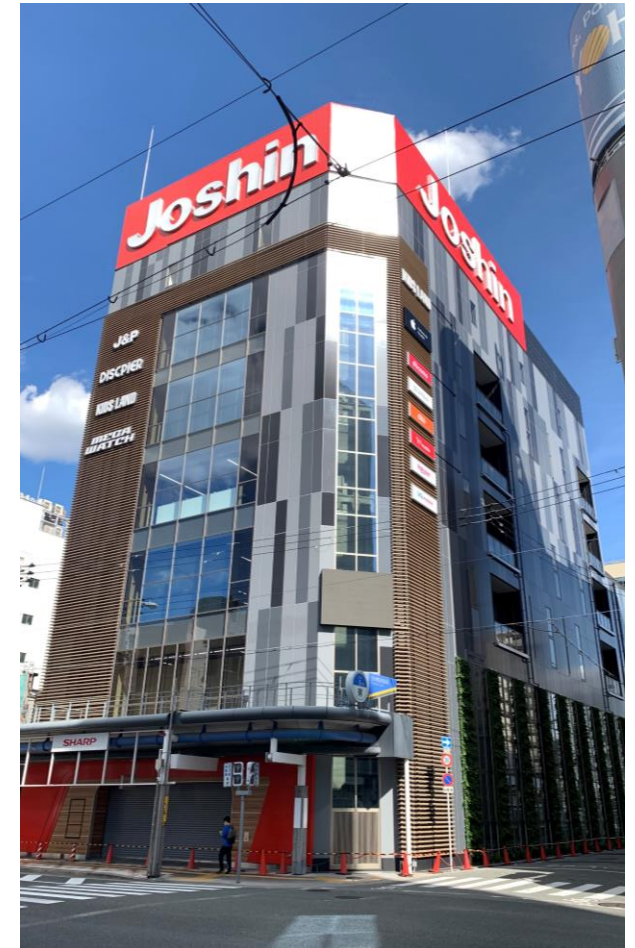
上新電機株式会社  
代表取締役社長執行役員  
**金谷隆平**



## Sales Topics -1

### New flagship store opened in Nipponbashi, the site of its founding

[Store name]	Nipponbashi Store
[Location]	5-9-5 Nipponbashi, Naniwa-ku, Osaka-shi, Osaka
[Opening date]	November 3, 2022 (Thursday, a national holiday)
[Number of employees]	41 * regular employees
[Total sales floor area]	5,038 m2
[Parking capacity]	90 vehicles
[Annual sales]	3.4 billion yen
[Sales floor composition]	Home appliances, information devices, mobile phones, renovation, Kids Land, Disc Pier, and MEGA WATCH
[Category]	New store



# Sales Topics -2

## Selection as business operator earning decarbonized points by the Osaka Prefectural Government

- As a result of the public solicitation in the project of granting decarbonized points and studying its effects, Joshin was selected as a business operator earning decarbonized points.
- This project contributes to achieving the following goals among the 17 SDGs.



## 22 stores in Kansai region adopted carbon-neutral city gas

- Joshin concluded an agreement for the supply of carbon-neutral city gas to 22 of its stores in the Kansai region through Daigas Energy Co., Ltd. (President: Masayuki Inoue, Head Office: Chuo-ku, Osaka), a wholly-owned subsidiary of Osaka Gas Co., Ltd., as the distributor.
- In FY2021, five stores in the Kansai region and six in the Hokushinetsu region switched their electricity to Osaka Gas' s "D-Green Premium" electricity, which is generated entirely from renewable energy sources.
- It was the first time Osaka Gas and Daigas Energy supplied carbon-neutral city gas" ( "D-Green Premium" and "D-Solar" ) to the same company.



# Sales Topics -3

## Academia-industry partnership project (Creating sales floors based on students' ideas)

- Joshin partnered with BAIKA Women's University (Headquarters: Ibaraki City, Osaka) to "create new sales floors to accommodate current changes in the shopping style, as envisioned by students" as part of the academia-industry partnership project.
- From August 30 (Tue.) to October 31 (Mon.), special sales counters for hair dryers and rice cookers filled with students' ideas were set up at two stores in Osaka Prefecture.



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【ドライヤー】 使用した感想を動画で紹介  
【炊飯器】 贈り物としておすすめするという新しいコンセプト

**ジョーシンみのおキューズモール店**  
大阪府箕面市西宿 1-15-30  
みのおキューズモールセンター棟 2F  
電話 072-729-0211






【ドライヤー】 その場で使用でき、使い勝手を体感  
【炊飯器】 食べ比べによるリアルな感想をPOPで展開

## Sales Topics -4

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### Selection as a constituent of FTSE Blossom Japan Sector Relative Index

- Joshin was selected as a constituent of the FTSE Blossom Japan Sector Relative Index, an ESG investment index, by a global index provider, FTSE Russell.
- The FTSE Blossom Japan Sector Relative Index was selected by the Government Pension Investment Fund (GPIF), the world's largest public pension fund, to be used as a benchmark for ESG investments from March 30, 2022.



### FTSE Blossom Japan Sector Relative Index

### Selection as a constituent of S&P/JPX Carbon Efficient Index

- Joshin was selected as a constituent of the S&P/JPX Carbon Efficient Index, developed by S&P Dow Jones Indices.
- The index tracks the stocks constituting TOPIX, a representative stock index indicating the trends of the Japanese market, and adjusts constituent weight by focusing on the disclosure of environmental information and the levels of carbon efficiency (carbon emissions per unit of revenue).



## Disclaimer

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1. Earnings forecasts and other forward-looking contents of this presentation are based on available information at the time the Company prepared this document. We cannot promise or guarantee that results will match forecasts.
2. This presentation contains unaudited approximations, which may change.

### — Inquiries —

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