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To All Concerned Parties

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Monthly Information for August 2024

We are pleased to announce the monthly results of our " At-home pick up business " and "Group store purchase business and other purchase business" for August.

Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for September 2024 is scheduled to be released on October 16, 2024.

■Monthly Summary

<At-home pick-up business>

Changes to the Monthly KPI Disclosure Policy

- Effective from this month, we have changed our policy not to disclose "Monthly Inquiries," which was previously disclosed.
- Specifically, We have adopted a strategic policy to improve the efficiency of advertising costs by adjusting the number of visits to the off-season. In the off-season when demand is low, the number of visits is secured with the carries accumulated in the previous month or earlier, while the number of inquiries is kept low.
- As a result, the number of inquiries used to be an indicator linked to the number of visits, which is our important KPI, but currently there is a tendency for the number of inquiries per month to diverge from the number of visits. We have determined that the number of inquiries per month is not an indicator to properly evaluate the monthly progress of the At-home pick-up business and have changed our policy not to disclose the "monthly number of inquiries". The number of inquiries per quarter will continue to be announced in the financial results presentation.

(*Busy season: March to May, September to November; Off-season: December to February, June to August)

August Monthly Progress

- As mentioned above, the number of visits in August was favorable due to the fulfillment of strategically accumulated carries (reservations for future visits) as planned for visits and an increase in the revisit rate, but visits were canceled mainly in western Japan due to the impact of a major typhoon that hit the country in late August. As a result, the number of visits was 101% compared to the same month last year. This is a one-time factor and has been transferred to visits in September and beyond. The revisit rate for August was approximately 11.1%, a new record high.
- August purchase volume was 612 million yen, up 121% from the same month last year, due to an increase in purchase volume from the effect of sales enablement and an increase in the number of revisits with higher unit prices, which exceeded the growth rate of visits.

<Group store purchase business and other purchase business>

- In the group store purchasing business, despite the impact of a decrease in the number of store visits due to a major typhoon in late August, the group continued to contribute to an increase in the number of new stores and the success of measures to strengthen repeat acquisition through group cooperation, resulting in a purchase amount of 1,482 million yen, 138% of the same month of the previous year.
- The number of group stores progressed as expected against the full-year plan.
- Since Musubi's purchase volume is reflected one month late, the purchase volume of the group store purchasing business and other purchasing business in July was retroactively adjusted, increasing from 170% to 201% year-on-year.

<At-home pick-up business>

■Number of visits

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	19,837	19,174	23,733	24,527	25,968	23,766	137,015
YoY	106%	106%	114%	125%	119%	107%	113%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits	23,570	19,275					
YoY	112%	101%					

(Full-year Number of visit plan: 284,800/YoY 109%, 63.2% progress in this fiscal year)

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570	675	787	876	753	4,254
YoY	129%	123%	129%	143%	149%	124%	133%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	733	612					
YoY	132%	121%					

<Group store purchase business and other purchase business>

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr ^{*1}	May	Jun	1H
A of purchases	1,386	1,494	1,775	2,177	2,733	2,251	11,817
YoY	183%	208%	183%	227%	221%	204%	206%

	Jul ^{*2}	Aug ^{*3}	Sep	Oct	Nov	Dec	Full Year
A of purchases	<u>2,180</u>	1,482					
YoY	<u>201%</u>	138%					

^{*1} The purchase amount of Musubi Company was added from April 2024.

^{*2} Since Musubi's purchase volume is reflected one month late, the July figures are retroactively adjusted from the monthly figures released on August 14. Before the revision, the July purchase volume was

1,845 million yen (170% y/y).

*³ Purchases in August and year-on-year comparison do not include Musubi Corp.

■Number of Stores

Company name	End of the previous period (A) (Dec. 2023)	July,2024 (B)	August. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(C)-(A)	(C)-(B)	
BuySell Technologies	23	31	31	+8	-	
TIMELESS	26	30	31	+5	+1	Fukuyama (Hiroshima)
Four-Nine (direct management)	19	20	19	-	-1	
Four-Nine (franchises)	200	217	222	+22	+5	6 stores opened, and 1 store closed
NISSO	5	5	5	-	-	
MUSUBI	-	60	60	+60	-	Combined from April 2024 due to new consolidation
Group total	273	363	368	95	+5	

End.

(note)

- The above results are preliminary and may be revised at a later date.
Figures in this document are unaudited.
- P/L consolidation of Four-nine from October 2022, Nisso from January 2024, and Musubi from April 2024.
- Number of visit: Several visits to customers' homes by our field salespersons.
- Amount of purchases: Total amount of items purchased from customers (before elimination of intercompany transactions).

(Assumptions for KPI disclosure in each business)

● **At-home pick-up business**

Disclose "Number of visits," and "Amount of purchases" as monthly KPIs.

The number of visits and the purchase amount are defined as key indicators of monthly progress in our main business, at-home pick-up business (on a non-consolidated basis), We define "number of visits," and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), at-home pick-up business.

*Based on the policy of expanding profitability, the Company has adopted a policy of disclosing "purchase amount" instead of "sales" as a monthly performance indicator for the "at-home pickup business", to strategically determine and execute the selection of sales channels and timing of sales according to inventory conditions and other factors.

Such purchases are recorded as net sales when sold after a certain period.

● **Group store purchase business and other purchase business.**

Disclose "Amount of purchases" and "Number of Stores" as monthly KPIs.

In addition to the Group's overall store purchase business (consolidated), this segment consists of home delivery purchasing, auction purchasing, and supplier purchasing. The "number of stores" and "amount of purchases" are defined as disclosed KPIs as important indicators of monthly progress in this business.