

March 24, 2025

To All Concerned Parties

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Monthly Information for February 2025

We are pleased to announce the monthly results of our " Home visit purchase business ", "Group store purchase business " and "other purchase business " for February. Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for March 2025 is scheduled to be released on April 18, 2025.

■Monthly Summary

(Reprint)Supplementary Explanation of Monthly KPIs

- The reason for disclosing "purchase volume" as a major KPI within the monthly Information is to disclose monthly business progress based on purchase results. Because our purchased merchandise is less susceptible to market fluctuations and has a stable gross margin, we believe the disclosure of "Purchases" will help us determine a certain degree of monthly business progress momentum.
- On the other hand, "purchase volume" is part of the components of net sales and gross profit, and the final results will fluctuate depending on other KPIs (such as gross profit per visit and toC sales ratio) and inventory sales strategies.
- As Other supplementary information includes the monthly progress of "number of visits" and "number of stores" disclosed by business segment.
- For details, please refer to the "Supplementary Explanation on KPI for Monthly Data" attached at the end of this document.

January Monthly Progress

< Summary of Consolidation >

- Consolidated results for the single month of February exceeded the plan due to the powerful performance of Rext HD and Musubi.

<Home visit purchase business >

- Purchases in February totaled 1,059 million yen, up 186% from last year. This was mainly due to an increase in the number of visits by the non-consolidated BuySell unit due to an increase in the number of inquiries and an increase in the number of visits due to an improved revisit rate, as well as an increase in the gross profit per visit compared to the same month last year, and the addition of the purchase price of Fuku-chan from the

current fiscal year.

- The number of visits in February increased significantly to 30,897, up 161% from the same month last year, mainly due to a record-high revisit rate of 15.1%, which is strategically strengthened in the non-consolidated BuySell business, The number of visits by the non-consolidated BuySell business exceeded the plan, and the number of Fuku-chan visits was generally in line with the forecast.

< Group store purchase business and other purchase business >

- In the group store purchase business, the number of customers visiting stores increased and unit prices remained steady due to the continuous strengthening of repeat customer acquisition, and the addition of store business purchases by Musubi and Rext HD resulted in a 170% y-o-y increase to 2,535 million yen. In addition, the purchase volume of each organic company also exceeded that of the same month last year.
- The store-opening plan is on schedule, and as of the end of the current fiscal year, the Group's store plan is to open 498 stores, an increase of 80 stores from the end of the previous fiscal year.

< Home visit purchase business >

***The previous year, 2024, is the result of BuySell alone, and from 2025, BuySell alone + Fuku-chan.**

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	911	1,059					
YoY	154%	186%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

■Number of visits

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	27,465	30,897					
YoY	138%	161%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits							
YoY							

(Full-year Number of visit plan: 436,000)

< Group store purchase business and other purchase business >

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	2,415	2,535					
YoY	174%	170%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

* From this fiscal year, the purchase volume of Rext HD (excluding Fuku-chan, a home-visit purchase business) is reflected.

■Number of Stores

Company name (Brand name)	Dec. 2024 (C)	Jan. 2025 (B)	Feb. 2025 (A)	increase or decrease (A)-(C)	increase or decrease (A)-(B)	Remark: Opening and Closing of Stores etc.
BuySell Technologies (BuySell)	35	35	35	-	-	
TIMELESS (Timeless Salon)	34	34	34	-	-	
Four-Nine, direct management (WAKABA)	21	22	22	+1	-	
Four-Nine, franchises (WAKABA)	238	238	240	+2	+2	6 stores opened, and 4 stores closed
NISSO (THIERRY)	6	6	6	-	-	
MUSUBI (Kaitori- Musubi)	62	62	62	-	-	
REGATE (FUKU CHAN)	20	20	21	+1	+1	FUKU CHAN : SAPPORO-Kita- Nijyujo
NIKKOU-DOU (NIKKOU-DOU)	2	2	2	-	-	
Group total	418	419	422	+4	+3	

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, Musubi from April 2024, and Rext HD(including REGATE Inc. and NIKKOU-DOU) from January 2025.
- 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)

Home visit purchase 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, the home visit purchase 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), home visit purchase 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 "home visit purchase 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 disclosed KPIs that are important indicators of monthly progress in this business.

(Reference) Supplementary Explanation of KPI in Monthly Information

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Average inventory turnover: approx. 60 days (BuySell stand-alone)

