Hamee Corp.

Q1 FY04/23
Results briefing materials

<u>Reference only</u>
In case of any discrepancies between Japanese version and English version, Japanese Language version shall prevail.

TSE PRIME, Securities Code 3134
September 14, 2022

I. Financial Results

II. Business Summary

III. Estimates for the year

Appendix

・Company Profile

・Business Overview

・Reference information

I. Financial Results

Hamee

Hamee

Changes in reportable segments

In accordance with the new management structure, reportable segments have been changed from the current fiscal year.The main changes are as follows.
All historical figures on the subsequent pages are the results of the revised segments.

	Commerce	Platform	Others
Previous period	Smartphone accessories (iFace, Salisty, etc.) Pixio ByUR Global Business	Next Engine Hamee consulting NE Korea	Hamic Localco (formerly Hometown Tax Payment) RUKAMO
Current fiscal year	Smartphone accessories (iFace, Salisty, etc.) Pixio ByUR Global Business change **Hamic** change **NE Korea** ※	Next Engine Consulting (formerly Hamee consulting) change **Localco** **(formerly Hometown Tax Payment)** change **RUKAMO**	-

※ In the future, NE Kores will independently develop and develop services suitable for the Korean EC market under Hamee Global, while seeking new forms of services. To this end, it will compile and disclose data in the Commerce segment.

Hamee

Q1 FY04/23 Consolidated Overview

<Commerce>

・Gaming Accessories Business: Steady earnings growth as multi-store development progresses.

・Cosmetics Business: Invest in PR advertising and other businesses (operating loss) approx. JPY100 million.

・Global Business: Increase in manufacturing costs mainly due to yen depreciation (approx. 70M) (Note)

<Platform>

・The three main businesses remained steady. Sales and profits rose sharply, partly because of lower server costs in the Next Engine Business.

(Millions of yen)

Finacial statement	2022/4	2023/4		
	Q1 results	Q1 results	Increase /Decrease	% YoY
Net sales	2,617	3,106	488	18.7%
Gross profit	1,664	1,898	233	14.0%
Operating income	327	248	△79	△24.3%
Net Profit attributable to owners of parent	254	206	△47	△18.7%

(NOTE)Mainly due to the impact of exchange rate depreciation and higher raw material prices on the domestic supply of products

Hamee

Q1 FY4/23 Consolidated Overview —Net Sales analysis

<Commerce>

・Mobile Life Business
Wholesale sales recovered because of alleviation of behavioral restrictions, while EC reacted to a reactionary decline.

・Gaming accessories, which were launched in the second half of the previous year, steadily made results.

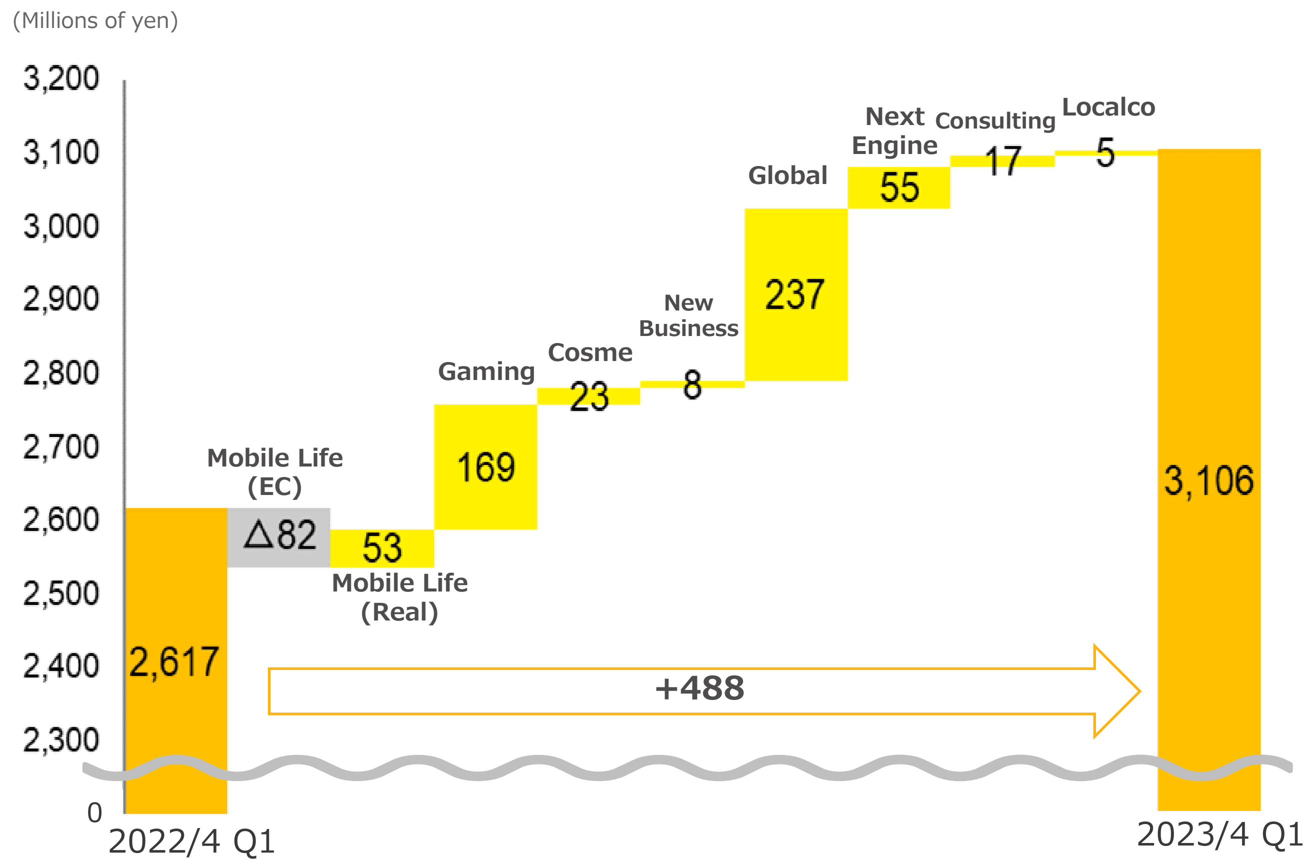
・Continued revenue growth in global Business (mainly in the U.S.)

<Platform>

・All businesses performed well.

Hamee

Net Sales



Hamee

Q1 FY4/23 Consolidated Overview —Operating income analysis

<Commerce>

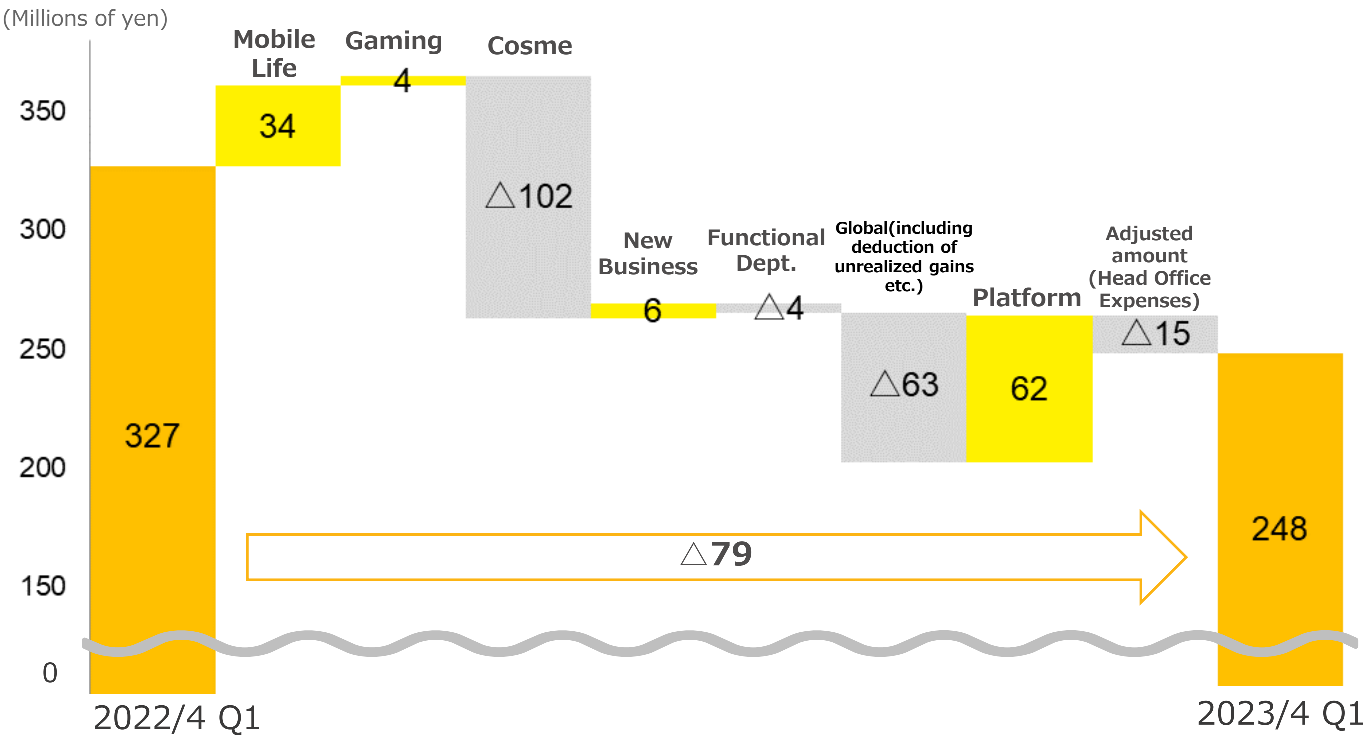
・Cosmetics Business: Develop aggressive PR advertising to greatly increase brand awareness. Investment (operating loss) approx. JPY100 million.

・Global Business: Cost increase due to depreciation of exchange rate and high cost of raw materials at Korean subsidiary.(approx.JPY70M)(NOTE)

<Platform>

・Sales and profits rose sharply, partly because of lower server costs in the Next Engine Business.

Operating Income



(NOTE)Mainly due to the impact of exchange rate depreciation and higher raw material prices on the domestic supply of products.(Korean subsidiary has foreign exchange risk.)

Hamee

Q1 FY4/23 Consolidated Overview

<Commerce>

・Gaming accessories Business:
Sales expansion progressed as planned, contributing to sales growth.

・Cosmetics Business:
Develop aggressive PR advertisements and greatly increase brand recognition. Investment amount (operating loss) is approx.JPY100 million.

・Global Business
Cost increase due to depreciation of exchange rate and high cost of raw materials at Korean subsidiary.(Approx.JPY70M)(NOTE)

<Platform>

・The three main businesses remained steady. Sales and profits rose sharply, partly because of lower server costs in the Next Engine Business.

(Millions of yen)		2022/4	2023/4		
Consolidated Segment Summary		Q1 results	Q1 results	Increase /Decrease	% YoY
Commerce	Net sales	1,921	2,331	410	21.4%
	Segment profit	285	159	△125	△44.1%
	Profit ratio	14.8%	6.9%	△8.0%	―
Platform	Net sales	695	774	78	11.3%
	Segment profit	260	322	62	23.8%
	Profit ratio	37.5%	41.7%	4.2%	―
Total	Net sales	2,617	3,106	488	18.7%
	Segment profit	546	482	△63	△11.7%
	Adjusted amount ※1	△218	△234	△15	―
	Operating income	327	248	△79	△24.3%
	Profit ratio	12.5%	8.0%	△4.5%	―

※1 Adjustments: Company-wide headquarters expenses are presented as "Adjustments."

(NOTE)Mainly due to the impact of exchange rate depreciation and higher raw material prices on the domestic supply of products.(Korean subsidiary has foreign exchange risk.)

II. Business Overview

Platform

NEXT ENGINE

Hamee

Platform

Highlights

PF Segment

Sales (Q1)

JPY **774** million

(up 11.3% YoY)

Operating income(Q1)

41.7%

(up 4.2% YoY)

Next Engine

Number of clients(Q1)

5,560 clients

(up 611 clients YoY)

GMV(Q1)※1

JPY **296.7** billion

(up 12.8% YoY)

ARPU(Q1)※2

JPY **35,833**

(down 1.9% YoY)

Monthly churn rate (Q1)※3

0.80%

(down 0.01% YoY)

※1 GMV・・・ Gross Merchandise Value = transaction amount processed through Next Engine.
※2 ARPU・・・Average Revenew Per User = the averages of sales per Next Engine clients.
※3 monthly churn rate・・・Figures are calculated by dividing the number of contracted clients end of Q4 from the average number of cancellations during the quarterly period.

Platform

Q1 FY04/23 results

<Next Engine Business>
・Server investment starts to decline after peaking in Q4 of the previous year.

<Consulting Business>
・Growth in both EC consulting and design/construction.

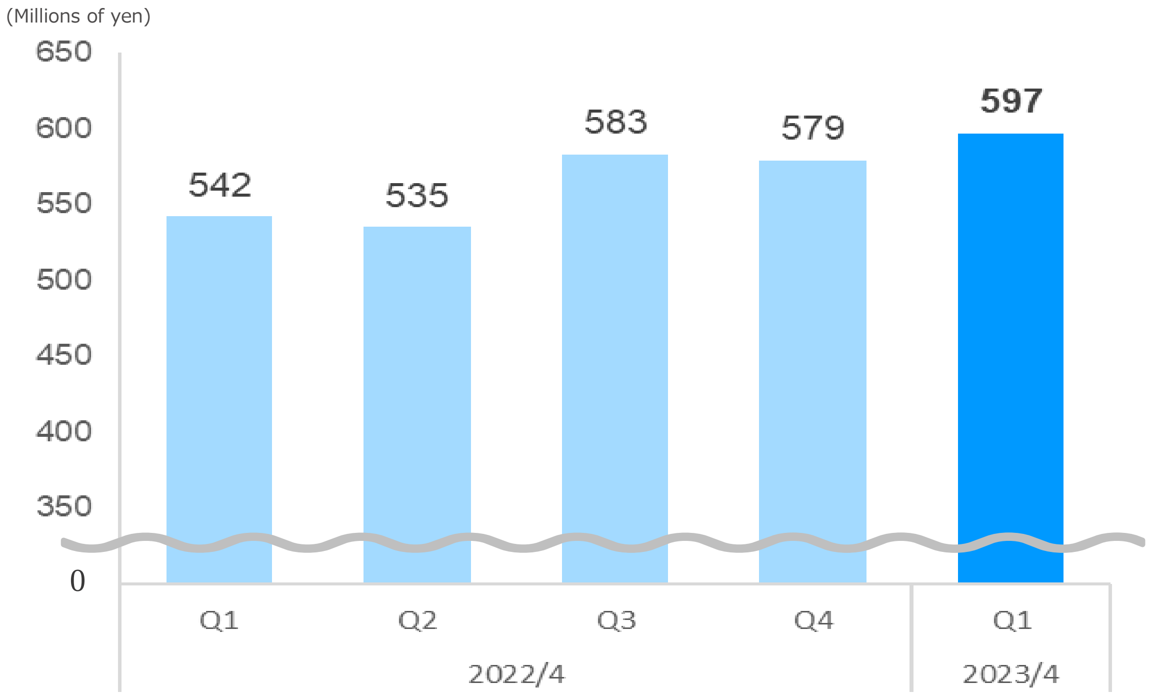
<Localco Business>
・Sales increased because of new municipal transactions.

(Millions of yen)	2022/4	2023/4		
Platform segment	Q1 results	Q1 results	Increase /Decrease	% YoY
Net sales	695	774	78	11.3%
Next Engine	542	597	55	10.2%
Consulting	103	120	17	16.8%
Localco	49	55	5	11.6%
Operating income	260	322	62	23.8%
Operating income ratio	37.5%	41.7%	4.2%	—

Next Engine Business —Q1 FY04/23 sales

・Continuous revenue growth trend

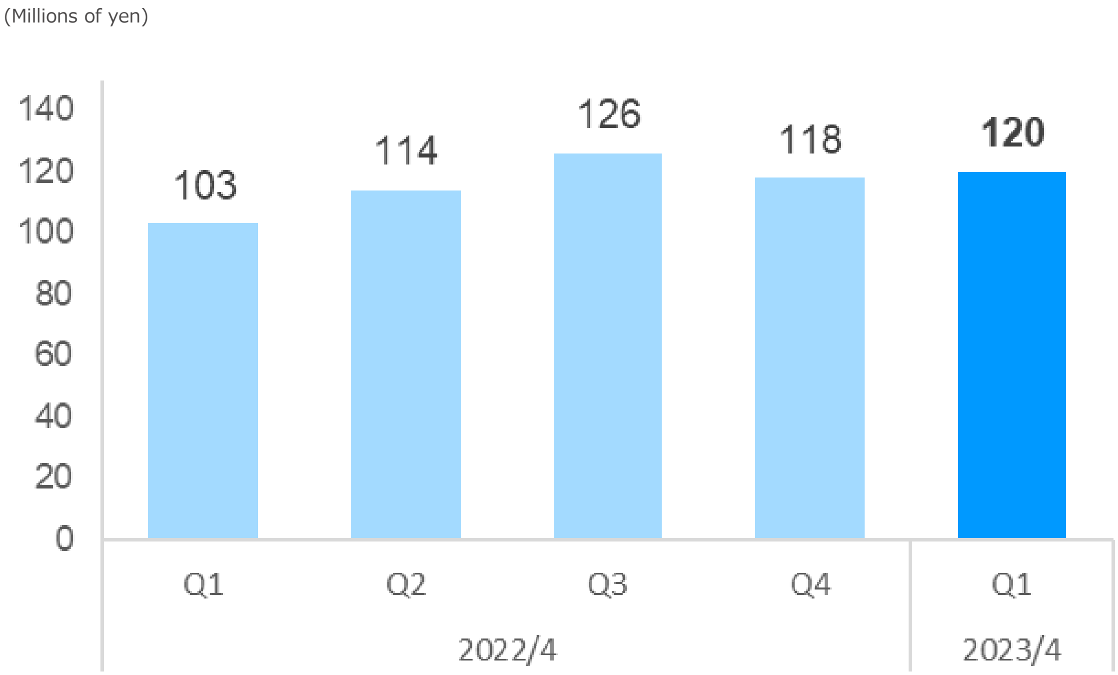
Net Sales



Consulting Business —Q1 FY04/23 sales

・Steadily increased sales because of the addition of construction and management agency services, mainly for EC consulting (stock-type).

Net Sales

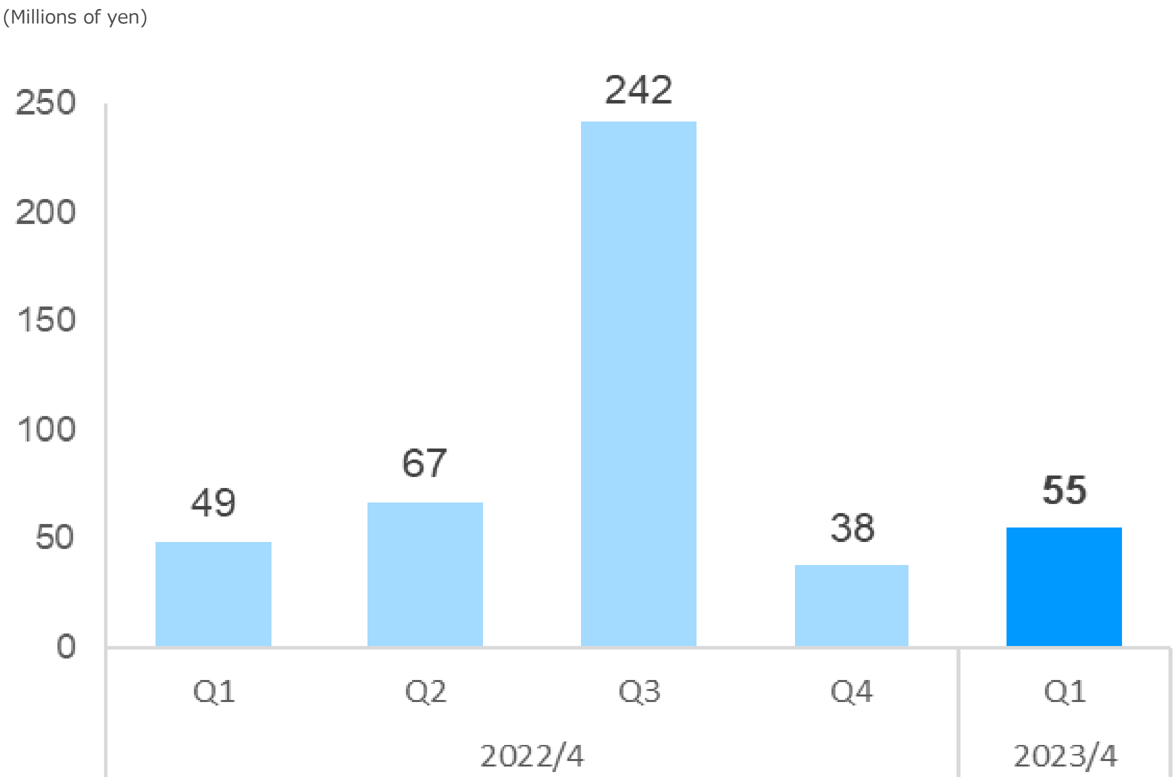


Platform

Localco Business —Q1 FY04/23 Sales

・As it is a development in the hometown tax payment market, sales in this business are highly correlated with market trends and seasonal.

Net Sales



Hamee

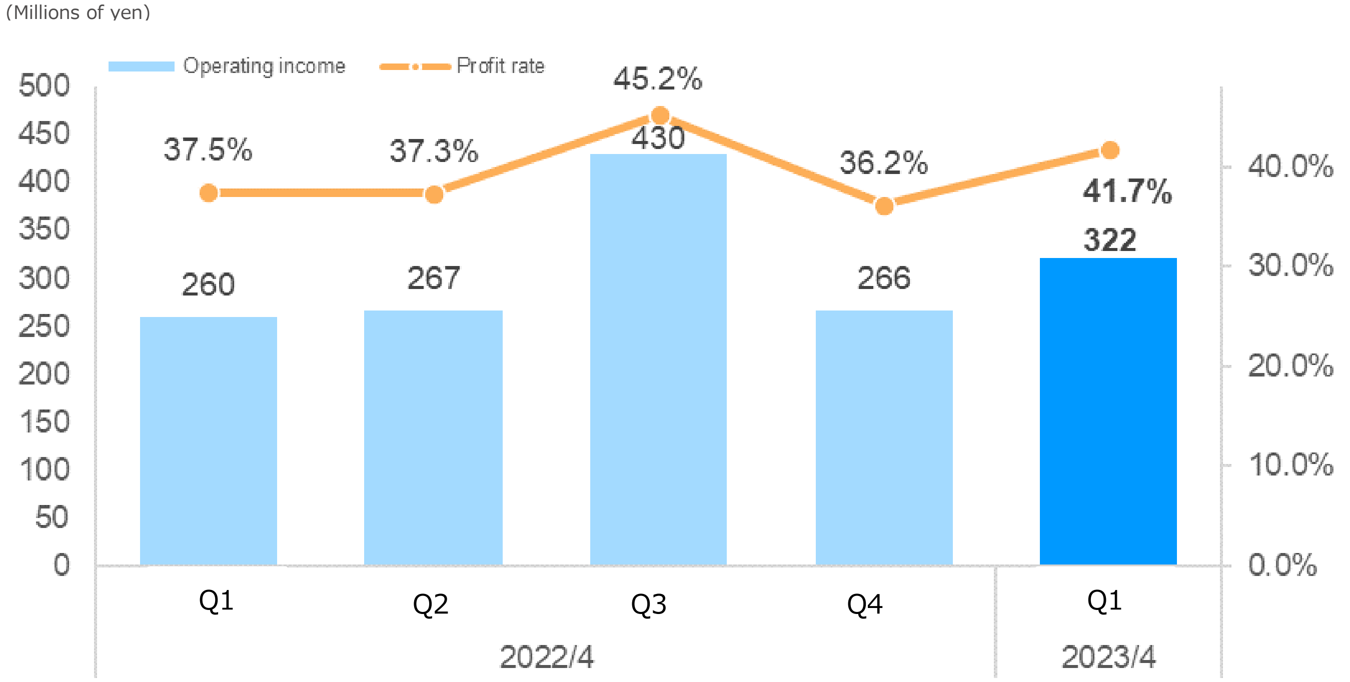
Platform

Q1 FY04/23 operating income

・Operating income is disclosed in the platform (including the consulting business) for development based on a shared foundation as NE Inc.

・In the Next Engine Business and the Localco Business (hometown tax payment), Q3 is the seasonality with the highest sales, so Q3 operating profit is the highest for the segment as a whole.

Operating Income



Hamee

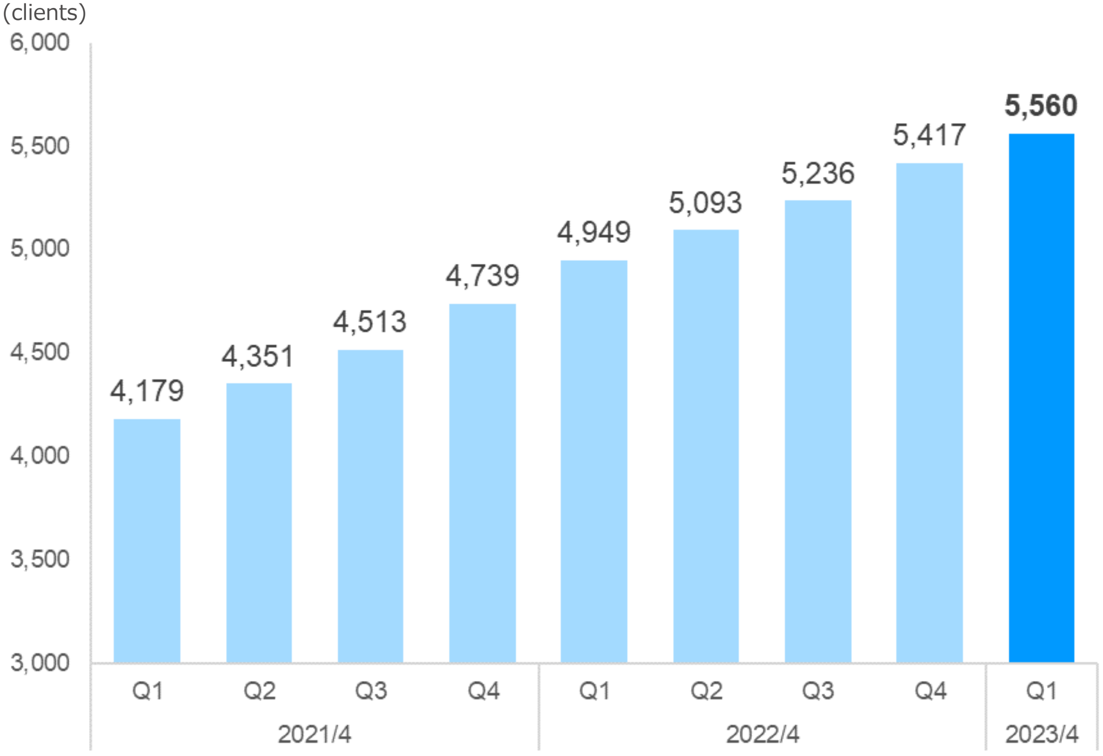
Platform

Next Engine Business —Number of clients

・While the increase in contracts was stable compared to the previous quarter, the pace of increase remained high compared to the period before COVID-19 (2020/4 average quarterly net increase 94 clients.)

Total number of clients

2021/4 Average quarterly net increase 186 clients	2022/4 Average quarterly net increase 170 clients	2023/4 Q1 Quarter net increase 143 clients

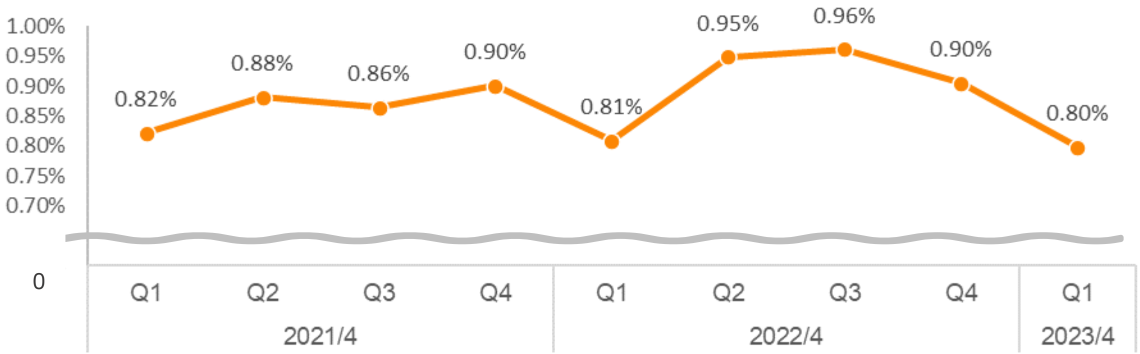


Next Engine Business —Churn rate trend

・Continued to be stable at a low level.

Churn rate

2021/4 Average monthly churn rate ※ 0.87%	2022/4 Average monthly churn rate ※ 0.91%



※ Annual average monthly churn rate: Figures calculated by dividing the number of contracted clients as of the end of the quarter from the average number of cancellations for each quarterly period are simple averages.

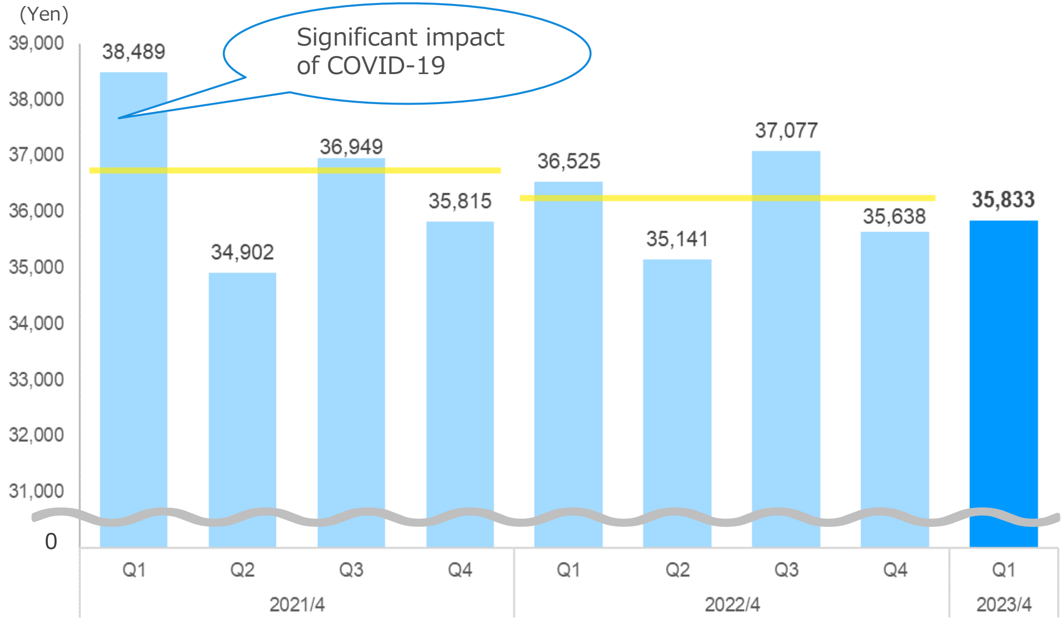
Platform

Next Engine Business —ARPU Trends

・Steady quarterly growth in ARPU Q on Q

ARPU

2021/4 Average ARPU※ JPY36,539	2022/4 Average ARPU※ JPY36,095



※ Average ARPU: Simple average of ARPU calculated for each quarterly period.

Commerce

iFace

Commerce

Q1 FY04/23 results

<Mobile Life Business>
・Sales were generally on par with the previous year.
<Gaming Accessories Business>
・Accelerate store openings with PayPay malls in May and Rakuten Ichiba and Yahoo!Auction in July.
<Cosmetics Business>
・ While the handling in distribution increased as a result of aggressively developing PR advertisements and greatly increasing brand recognition, CPA did not reach expectations, so we are currently reviewing our efforts with advertising agencies and developing multiple stores. Aiming to improve CPA by linking awareness gained through PR to purchases.
<Global Business>
・Cost increase due to depreciation of exchange rate and high cost of raw materials at Korean subsidiary.(approx.JPY70M)(NOTE)

(Millions of yen)		2022/4	2023/4		
Commerce segment		Q1 results	Q1 results	Increase /Decrease	% YoY
Net Sales		1,921	2,331	410	21.4%
	Mobile Life Business	1,596	1,567	△28	△1.8%
	Gaming Accessories Business	19	188	169	873.7%
	Cosmetics Business	—	23	23	—
	New Business investment	10	18	8	82.1%
	Global Business	295	533	125	11.5%
Operating income		285	159	△125	△44.1%
	Mobile Life Business	294	328	34	11.6%
	Gaming Accessories Business	△2	2	4	—
	Cosmetics Business	△8	△110	△102	—
	New Business investment	△65	△59	6	—
	Functional Departments	△21	△26	△4	—
	Global Business(including deduction of unrealized gains, etc)	88	25	△63	△71.7%
Operating income ratio		14.9%	6.9%	△8.0%	—

(NOTE)Mainly due to the impact of exchange rate depreciation and higher raw material prices on the domestic supply of products. (Korean subsidiary has foreign exchange risk.)

Commerce

iFace product development

・Develop products that go beyond smartphone cases based on product strategy, one of the medium-term management strategies

Mainstay Products

・First Class

・Reflection

Product development

・Look in Clear

Full Clearance developed from user feedback

・Tablet Case

Commerce

iFace 10 anniversary

・We celebrated our 10th anniversary with the continued support of many customers for not only functionality, but also design features, such as color variations, and the development of various series.

Thanks to all of you, iFace marks 10th anniversary

Commerce

Category extensions
—Gaming accessories Business

・In the previous year, only own EC site and Amazon 1 store were operated, but accelerated store openings with PayPay malls in May 2022 and Rakuten Ichiba and Yahoo!Auction in July

Pixio

Store openings

Accelerating Multi-Store Development

Own EC site	Amazon	PayPay malls	YAHUOKU!	Rakuten Ichiba
		Opened in May 2022	Opened in July 2022	Opened in July 2022

Commerce

Category extensions —Cosmetics Business

<Wholesale>

・Aggressive PR advertising and expansion of stores handling distribution.

<Retail Sales (EC)>

As CPA did not reach the expected level, currently aiming to improve CPA through the following measures:

・Strengthen personnel in WEB advertising

・Changed to an advertising agency specializing in management advertising

・Introduction of Trial Set

・Multi-store development (Amazon, Qoo10, other major malls)

・(Launched in January) Base makeup

・(Launched in July) Sheet mask

・(Launched in September) Skincare Line ①

・(Launched in September) Skincare Line ②

Commerce

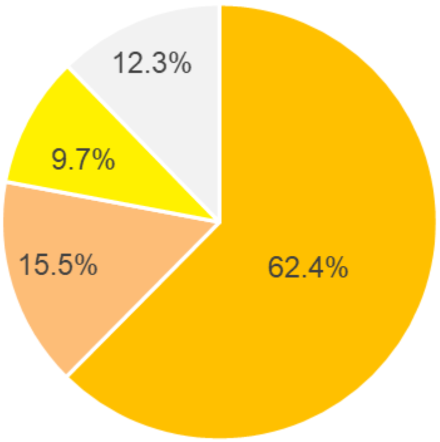
US market —Products

Product mix balance is more stable because of Squishy growth.

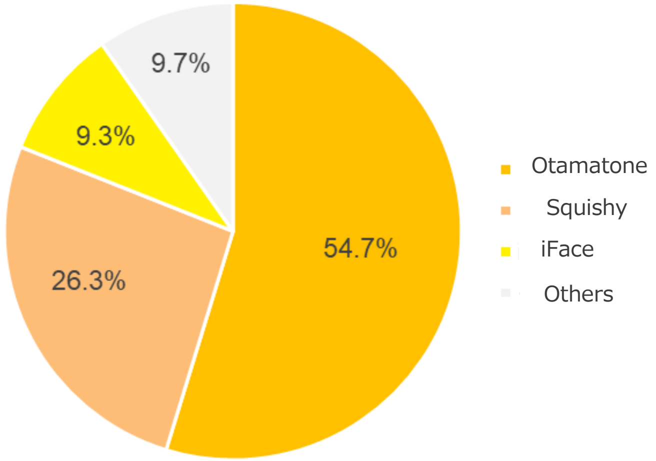
Main Products

- Music toys (Otamatone)
- Low rebound general merchandises (Squishy)
- Accessories (iFace etc.)

Sale composition ratio



2021/4(full-year)
US $6.7M



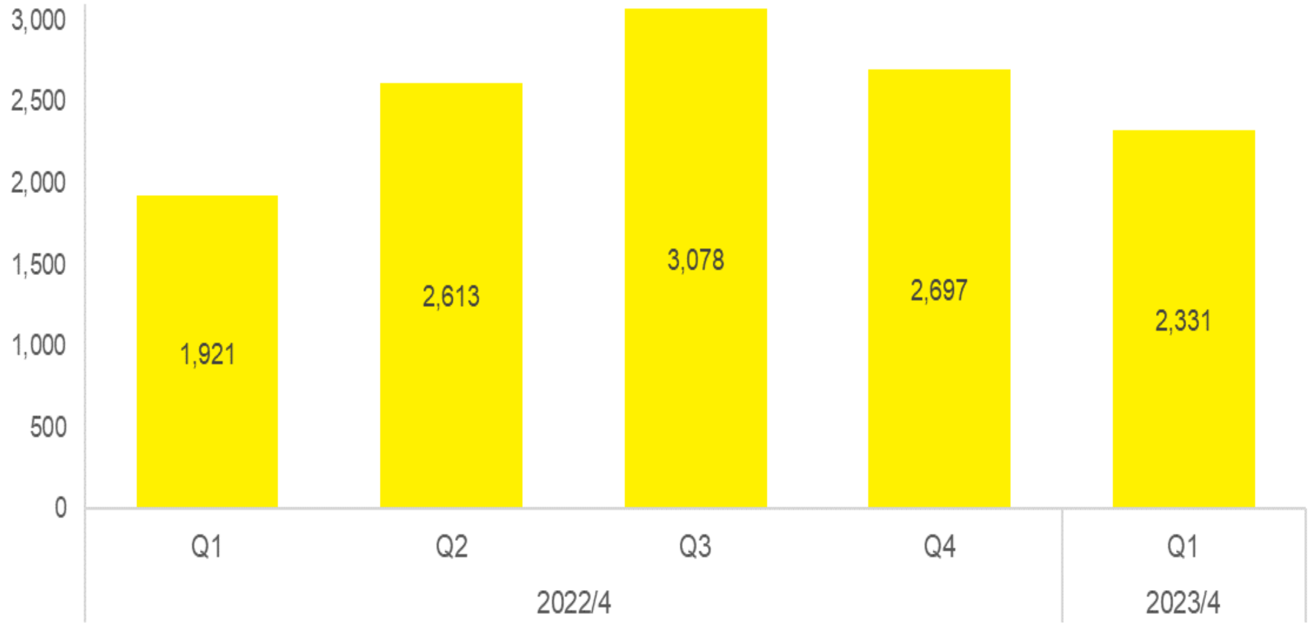
2022/4(full-year)
US $11.2M

Commerce

Q1 FY04/23 sales

Segment Sales

(Millions of yen)



Commerce

Net Sales Analysis (YoY)

<Mobile Life Business>

・Wholesale sales recovered due to relaxation of behavioral restrictions, while EC reacted to a reactionary decline.

<Gaming Accessories Business>

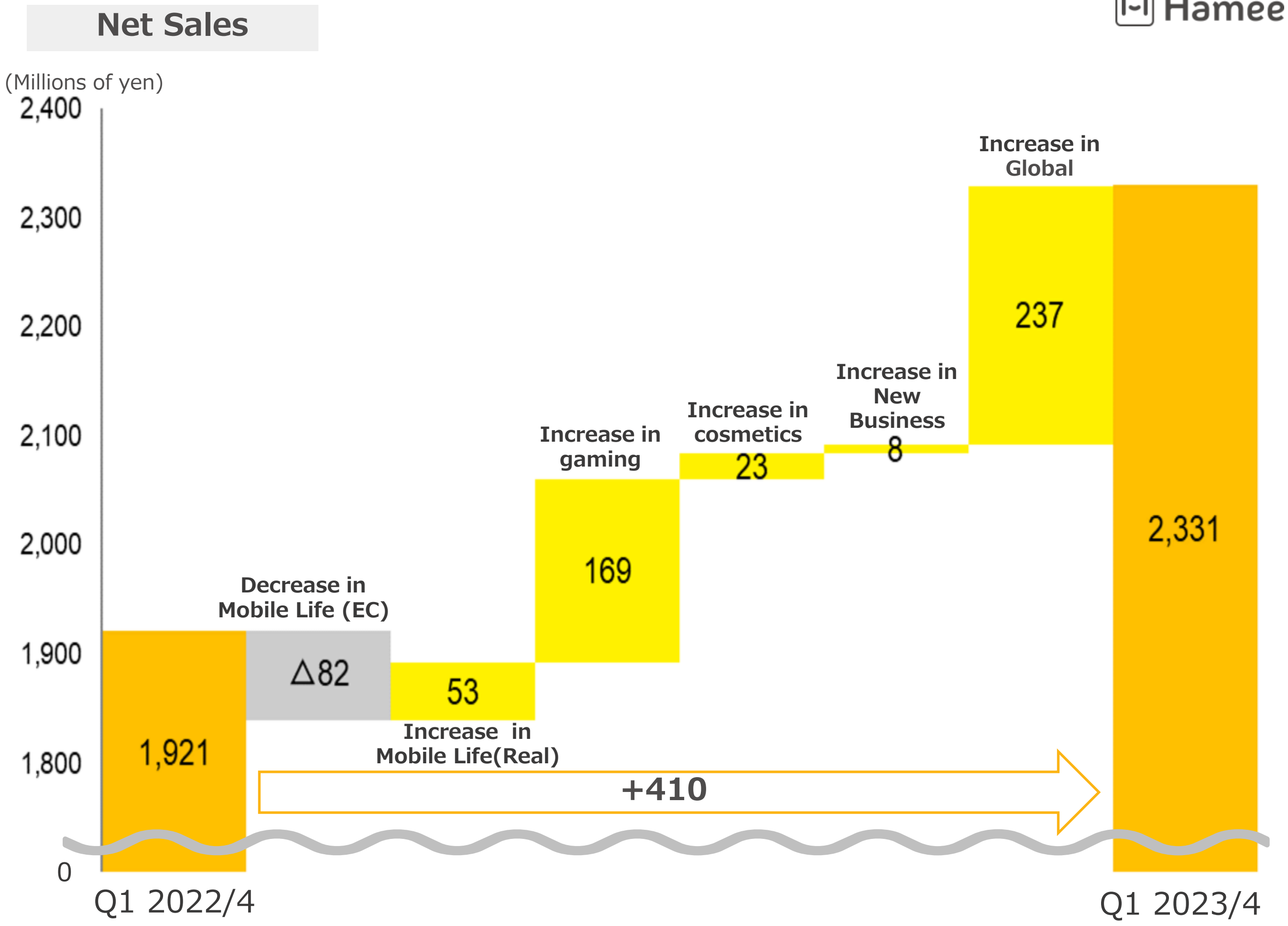
・Accelerate store openings with PayPay malls, Rakuten Ichiba and YAHUOKU!.

<Cosmetics Business>

・Aggressive PR advertising and expansion of stores handling distribution.

<Global Business>

・Continued strong growth in Otamatone, Squishy and iFace categories



Commerce

Operating income Analysis (YoY)

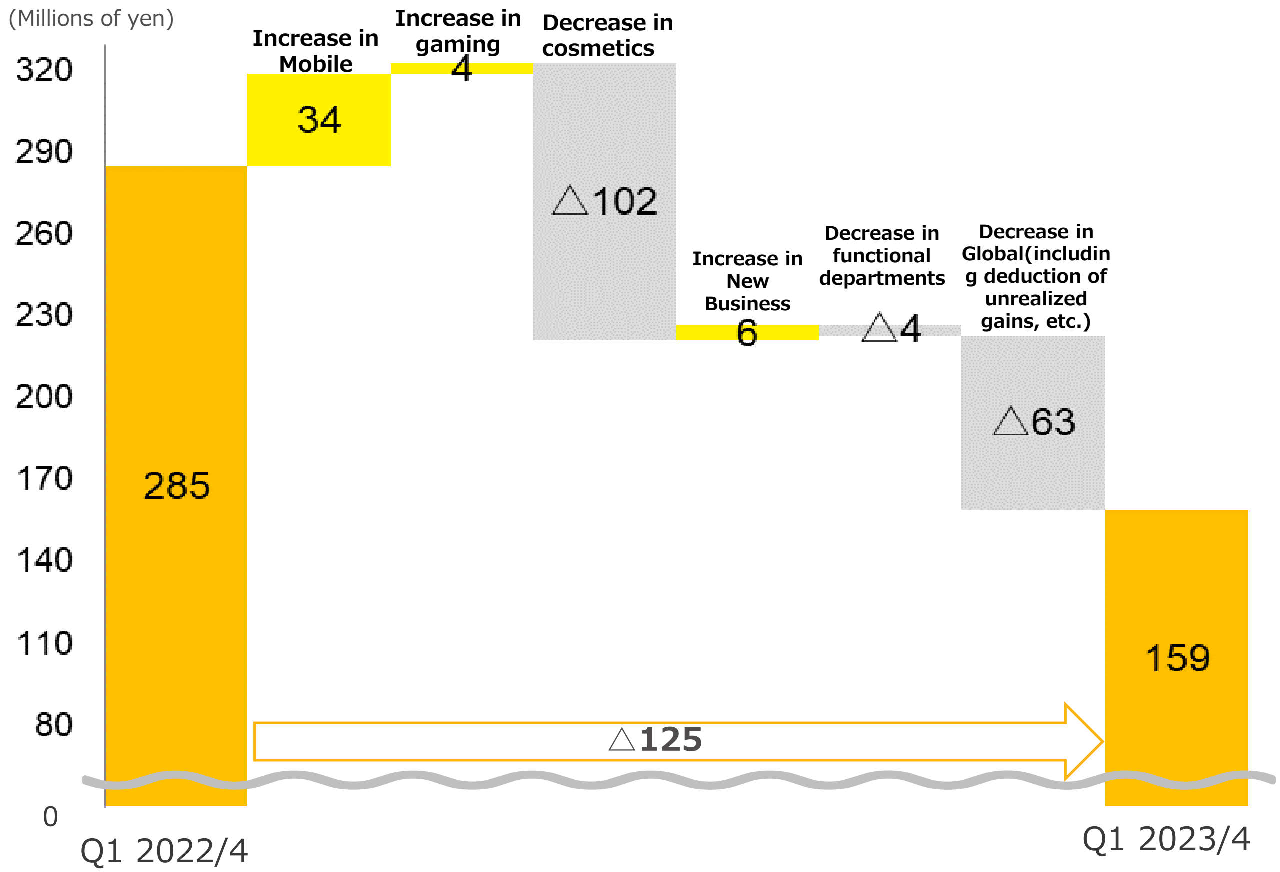
<Cosmetics Business>

While the handling in distribution increased as a result of aggressively developing PR advertisements and greatly increasing brand recognition, CPA did not reach expectations in EC, so currently working on improving advertising operations.

<Global Business>

Cost increase due to depreciation of exchange rate and high cost of raw materials at Korean subsidiary.(approx.JPY70M)(NOTE)

Changes in Operating Income



(NOTE)Mainly due to the impact of exchange rate depreciation and higher raw material prices on the domestic supply of products.(Korean subsidiary has foreign exchange risk.)

III. Estimates for the year

FY4/23 Full-Year Forecast

(Millions of yen)

Earnings forecast

		2022/4	2023/4			
		Full-year results	Earnings forecast	Increase /Decrease	% YoY	Composition ratio
Commerce	Net sales	10,311	12,311	2,000	19.4%	77.3%
	Segment profit	1,870	2,026	156	8.3%	59.0%
	Profit ratio	18.1%	16.5%	△1.6%	—	—
Platform	Net sales	3,102	3,620	518	16.7%	22.7%
	Segment profit	1,225	1,407	182	14.9%	41.0%
	Profit ratio	39.5%	38.9%	△0.6%	—	—
Total	Net sales	13,413	15,932	2,519	18.8%	100.0%
	Segment profit	3,095	3,432	333	10.7%	100.0%
	Adjusted amount ※1	△893	△1,139	△246	27.5%	△33.2%
	Operating income	2,202	2,293	91	4.1%	—
	Profit ratio	16.4%	14.4%	△2.0%	—	—

※1 Adjustment amount: Expenses related to administrative divisions

Appendix

Company Profile

Hamee

Under Mission of " Ignite your creativity " in order to maintain and realize mission over the super long term, the Platform Business spun off as NE Inc. and grow through both companies.

Hamee

History

Hamee

Thoughts at the time of the company's establishment

Founder Higuchi was a university student at the time. Windows95 was released and he infered the Internet will become a social foundation in the future. Conscious of the distribution revolution through the Internet, it was difficult to handle fresh products, though the Internet supermarket business was examined. Therefore, focusing on the natural stone that he saw in the travel destination, he considered selling straps and bracelets using natural stone, and Establishment the firm.

Establishment Macrowil Co., Ltd, sell and e-commerce mobile-related accessories at Odawara City, Kanagawa Prefecture. Sales of straps using natural stones, etc. This is the original business of the current commerce business.

Launched e-commerce for mobile peripheral accessories on its website "Mobile Accessories Market"

Opening Stores in Rakuten Ichiba.

Smooth shift from mobile strap-centric sales to smartphone case-centric sales due to accurate understanding of the shift from traditional feature phones to smartphones.

May 1998

Aug 1998

Jan 2000

Nov 2007

May 2008

2010

Dec. 2013

Aug 2022
Spin-off

Background to Next Engine development

The Commerce business was steadily expanding, but as the company expanded in size, the frequency of e-mail contacts and inquiries related to inventory dispatch business, which had been handled by hand increased, and the burden on employees increased. In order to reduce the operational burden, the introduction of an external order management system was not suitable for operation. Therefore, the system is developed in-house.

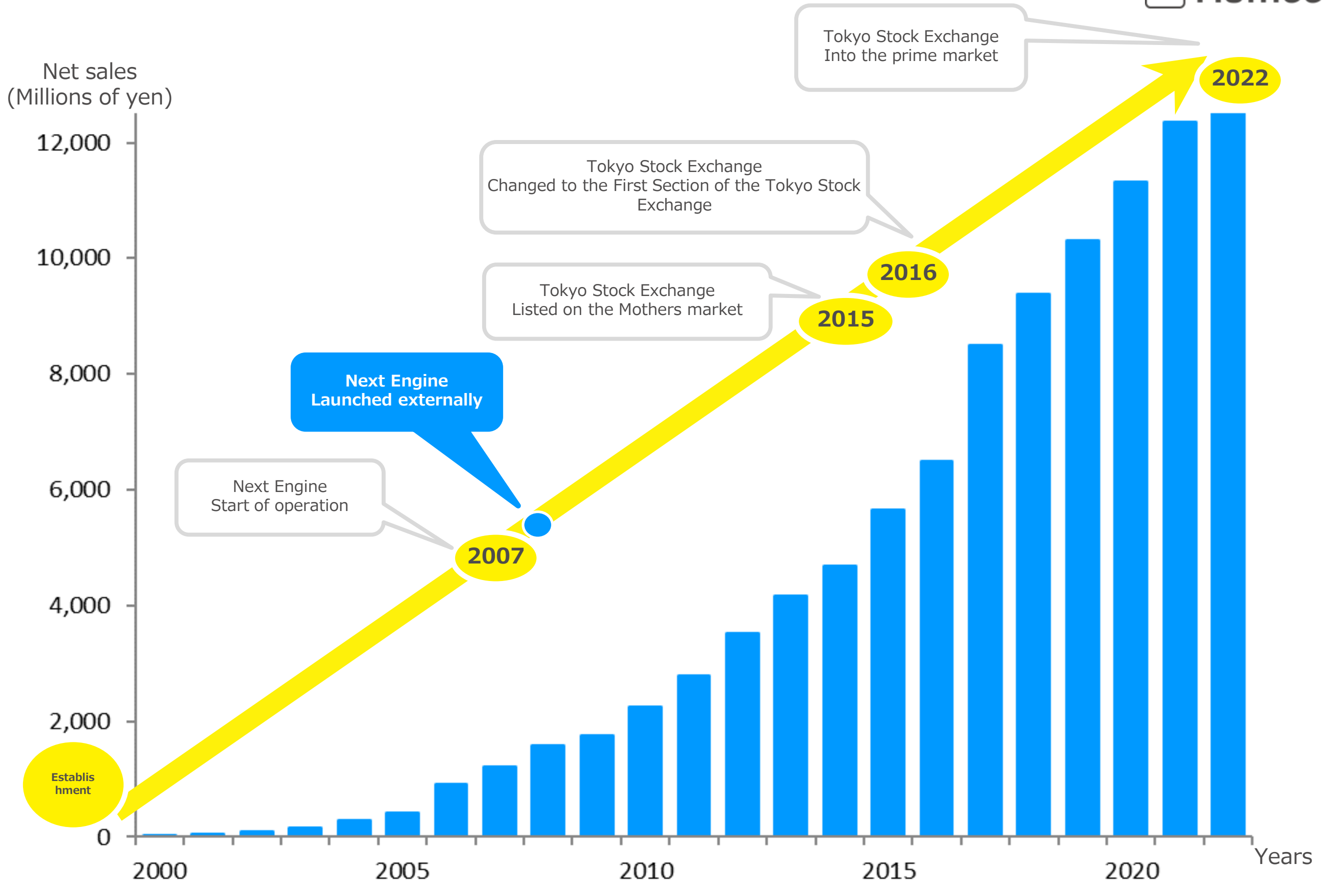
Started operation of Next Engine

Launched xternally provided of Next Engine

Since it was a SaaS type system, it was available without the initial investment and the price setting of JPY10 thousand per month had a big impact on the market. This is the starting point for the current platform business.

Launched Next Engine's API as a platform

History
(Growth Trajectory)



Business Overview

Platform

NEXT ENGINE

Next Engine —Main functions

SaaS type EC Attractions to support the automation and streamlining of EC site management operations

Difficulties by EC merchanis in Japan

- Difficult to manage stores operation at multiple EC malls.
- A lot of operational work and hard to focus on front side activity.
- Lack of HR and time for store oparation.

Integration stores at multi EC malls

+

Automation of EC store operation

Next Engine help

- By making EC operation efficient, generate time for front activities such as sales and marketing.
- Cost reducton.
- Reduction of human error.

Basic fees (400 transactions included)
JPY10 thousand per month

＋

transaction number	401~	1,001 ~	3,001 ~	5,001 ~	7,001 ~
unit price	JPY25	JPY20	JPY15	JPY10	JPY5

Platform

Next Engine
—Clients

・Next Engine supports clients in various categories

Clothing and apparel Fashion accessories	General merchandise Furniture Interior	
Cosmetics Pharmaceuticals	Household appliances PC and peripheral equipment	Food Products Beverages Alcoholic
Automobiles Motorcycle parts	Books Video Music software	

※Partial posting

Platform

Next Engine —Clients

THE BODY SHOP

SANKEI Inner & Apparel

メガネスーパー meganeSUPER

Afternoon Tea LIVING

Design Tshirts Store graniph www.graniph.com

シモジマ

三省堂書店

Nestlé. Good food, Good life

松屋

※Partial posting

Neversey Never Inc.
https://neversaynever.jp/

Product: Women's Fashion and Apparel

MADE IN EARTH
https://madeinearth-store.jp/

Product: Organic cotton products, Soap, furniture

International Swan Group
https://swan-group.net/

Product: Clothing, fashion accessories, etc.

THE BODY SHOP JAPAN
http://www.the-body-shop.co.jp/shop/

Product: Natural cosmetics

WARAI MIRAI
http://waraimirai.com/

Product: Suites, Fruits, Gifts

 |

Platform

Next Engine —Strengths

NEXT ENGINE

Born from EC operation

Services born from opinions of “We want to enjoy work more " of our EC operations

In No1 market Number of contracted clients ※

Strong trust backed by industry No.1 by continued support from EC businesses

※Base on in-house research

Resilient Customization

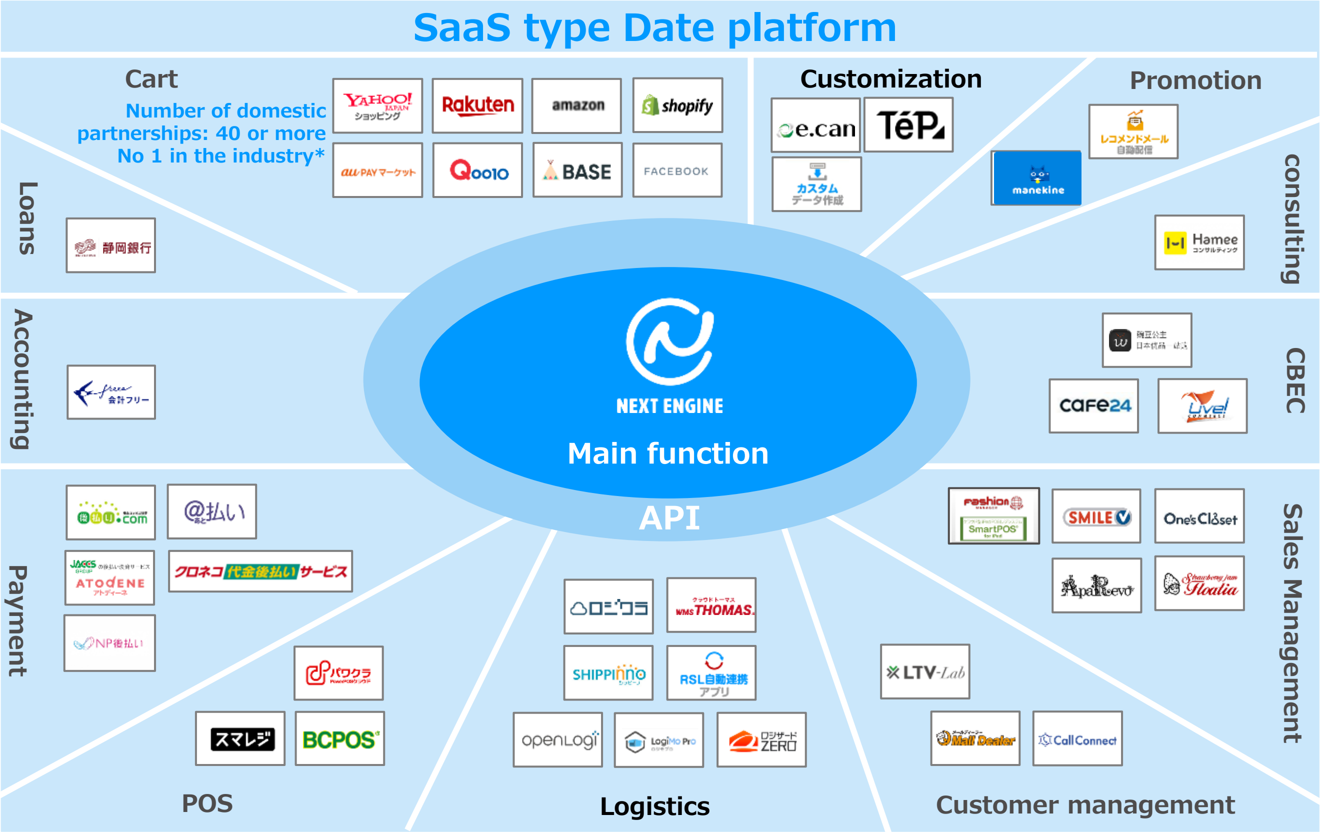
You can customize and add features in the Apps. Available consistently to use regardless of changes in size of business or social environment

Platform

Next Engine —Strengths

Hamee

(Partially listed)



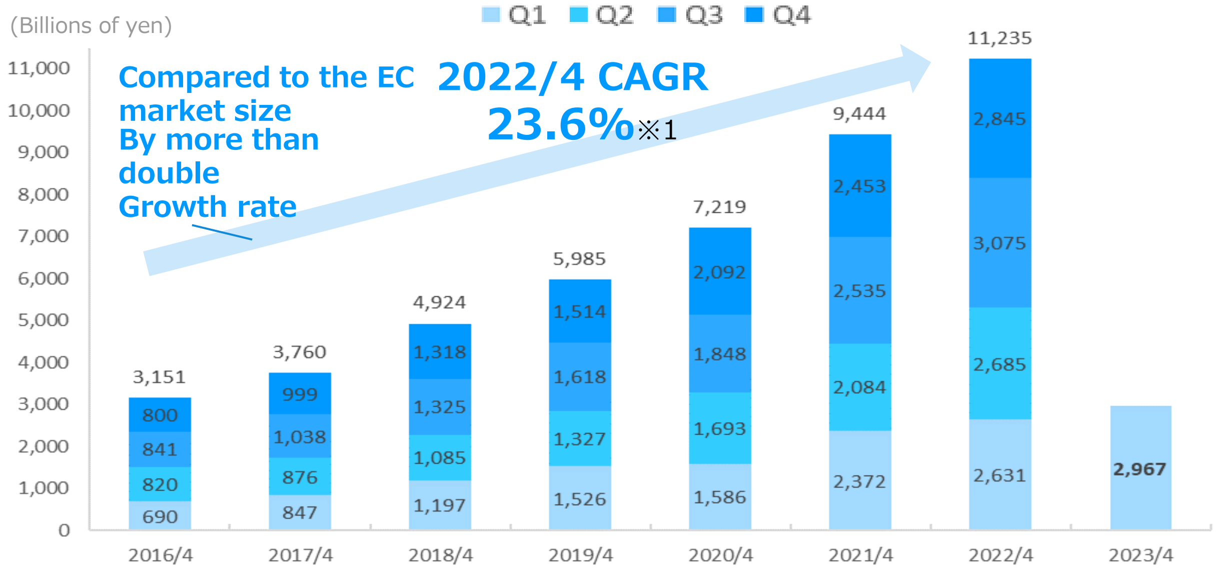
※ In house research, as of the end of October 2021

Platform

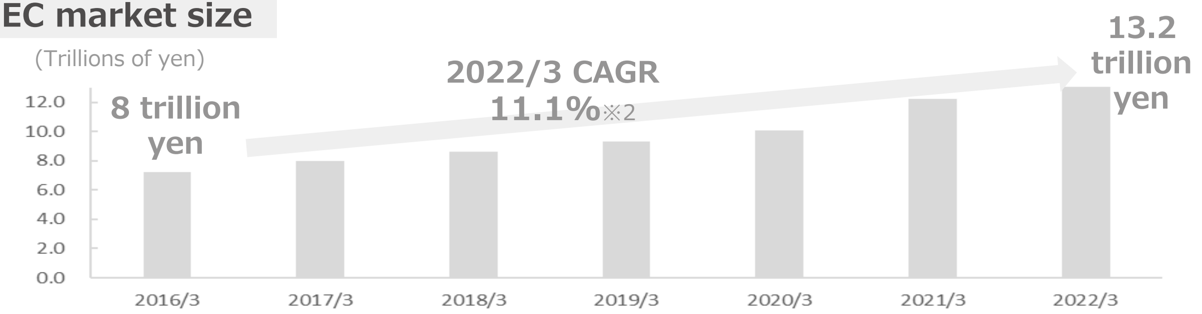
Next Engine —GMV trends

・Next Engine growth rate is more than double that of domestic EC market

GMV



EC market size

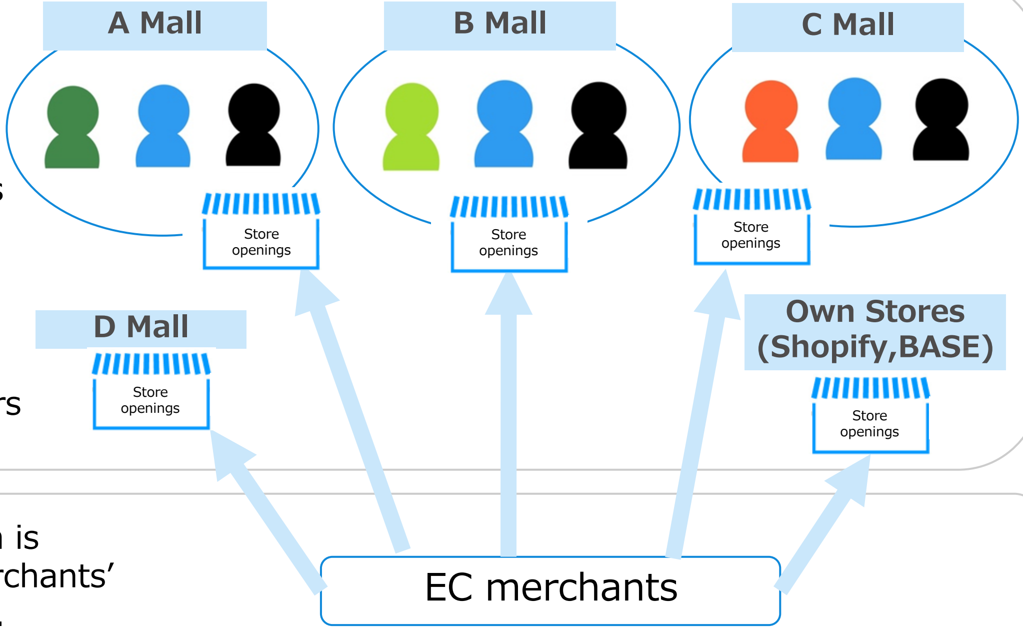


※1 Average annual growth rate. Calculated assuming FY04/16 as the first year.
※2 In the Survey of E-Commerce conducted by the Ministry of Economy, Trade and Industry, deemed fiscal March 2016 (fiscal 2015) as the first year Calculated by us from "Market Size of BtoC-EC in the Data Sales Field."

Platform

Characteristics of Japan's EC Market

Prenty of EC malls competing each other, which has different consumers behind.



・・・Consumers

Multistore operation is effective for EC merchants' business expansion.

EC merchants in Japan face difficulties when start

・More complicated to manage orders, inventories, items at multistore in different EC malls who have original program each others.

Consulting Business —Business Activities

EC consulting

Consultants in charge formulate strategies, improve customer attraction through SEO and advertising, and provide support from a variety of perspectives, including repeat and higher spending per customer.

Management agency

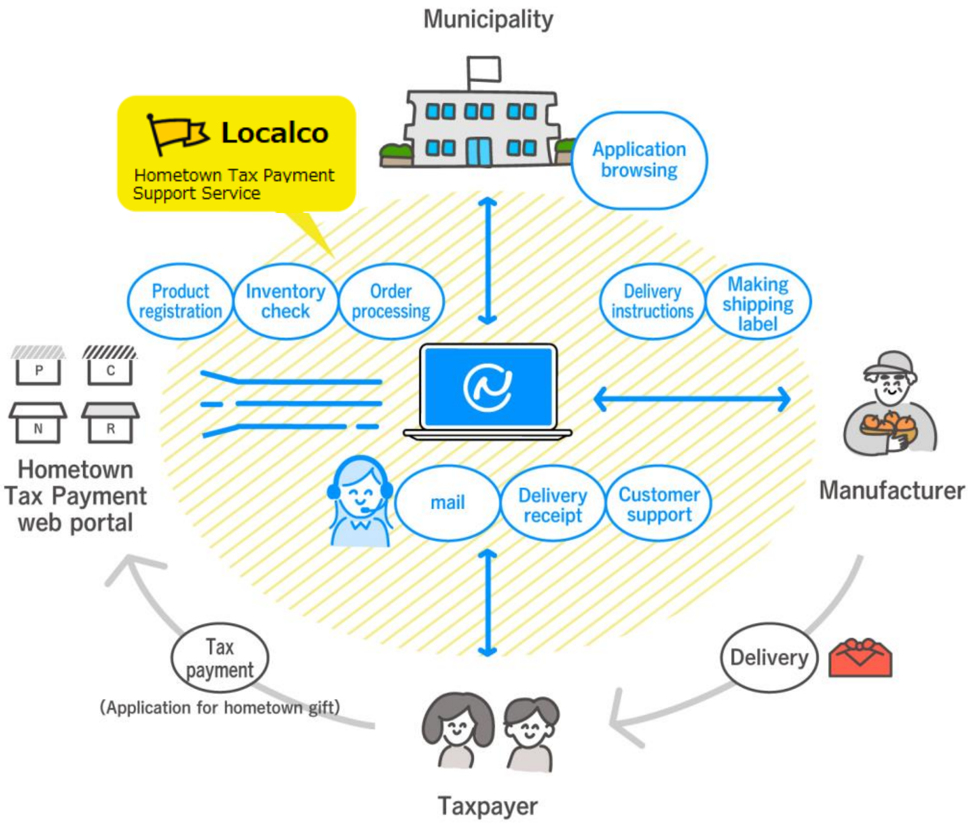
Operates EC sites that generate complicated operations from upstream to downstream, acting on behalf of customers in response to their requests.

EC store opening and construction consulting

Underwrote consulting, including the selection of malls and the design of websites and pages, to businesses considering opening new EC stores in an integrated manner, from actual site production.

Platform

Localco Business —Business Activities



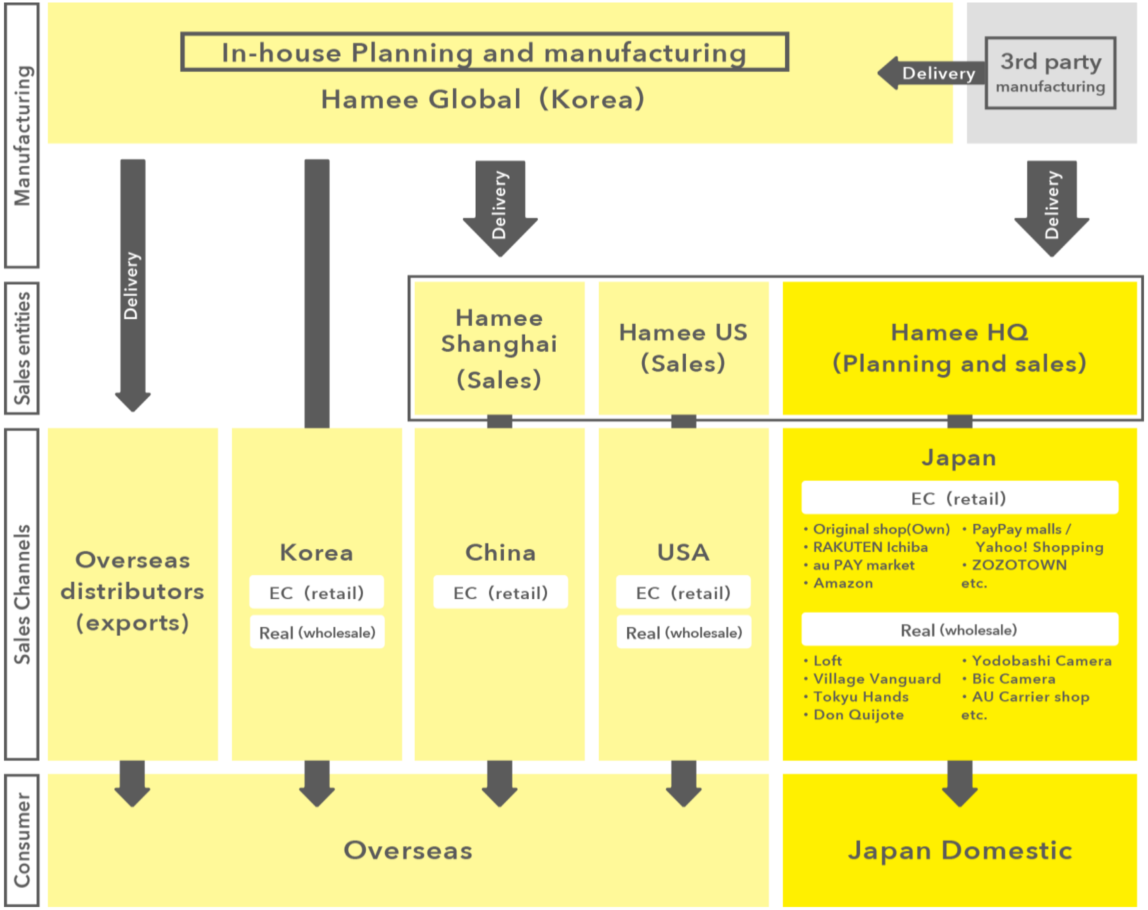
Commerce

iFace

Commerce

Commerce Business Supply Chain

In iFace, our main product, we have established a system that can cover planning, manufacturing, and sales(including EC) in-house.



Source of Commerce Competitiveness

Maximize EC know-how

・Efficient operations by making full use of Next Engine
・Store management
・Customer Satisfaction
・Warehouse linkage, etc.

Variety of sales channels

・Maximize product sales
・Improve profitability through in-house planned products
・Continued growth even in COVID-19

Supply Chain Management

・Consumer Voices are reflected to products speedily
・Expansion of product categories
・Incorporation of production profits from in-house productionproduction

With iFace branding Leveraging Growth

・First Class
・Reflection
・New series
・Peripheral accessories
・Color, character development

Launch new brand by using brand management that gained in the process of growth iFace

・Salisty、Andmesh

Over the past 20 years, the Domestic Commerce Business has maintained an increasing trend in sales.

Commerce

iFace —Strengths

Design

The design takes into account not only functionality such as impact resistance, but also the expressions of personality such as unique curve and abundant color valuations.

Brand

Its reliability is also high due to the strength and usability of its products, and its brand recognition is 64% high among men and women in their early 20s.

※Base on in-house survey
Survey period:December, 2021
Number of surveyed: 1,291
Survey method:Internet survey
Target:Men and women aged 20-24 (smartphone users)

Young generation

Among young ※smartphone users, iFace users (including experienced users) account for more than 40%, earning a high level of loyalty, enabling us to secure a diverse range of sales destinations.

※Focuses on women aged 20 to 24 (Our survey December 2021)

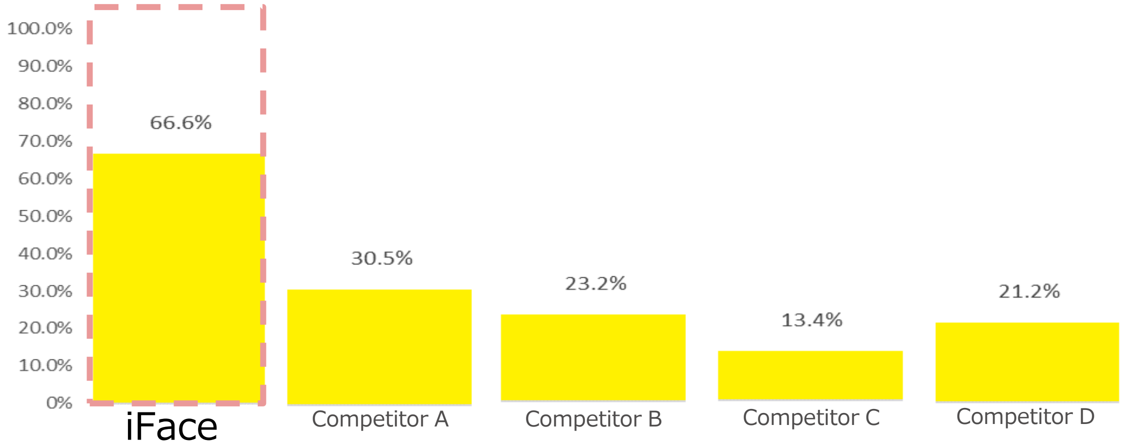
Commerce

iFace
—Recognition

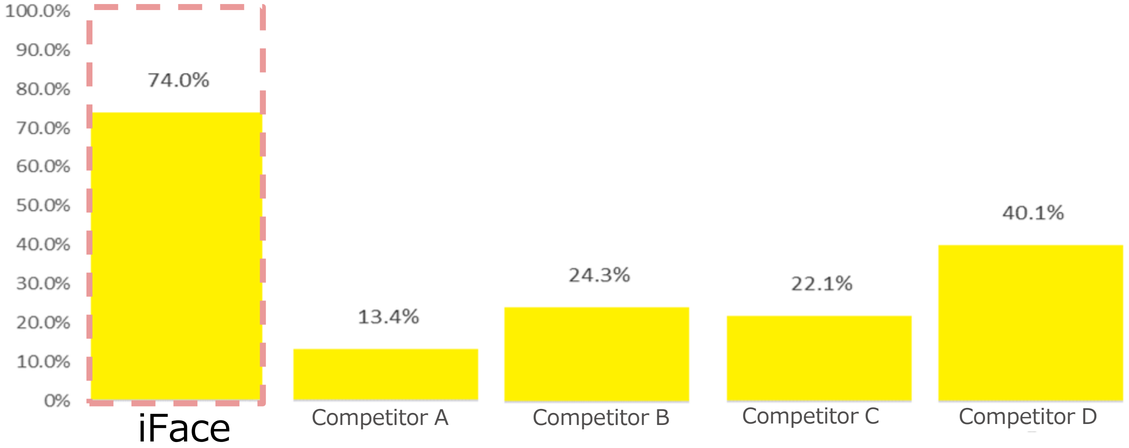
Overwhelming recognition among women in their late teens and early 20s compared to other companies' brands

※Our Survey
Survey period: December, 2021
Number of researchers: 599 women in their teens/638 women in their early 20s
Survey method: Internet survey
Target: Women aged 15-24 (smartphone users)

Brand Recognition (Women in their late teens)



Brand Awareness (Women in their early 20s)



Commerce

iFace —Series development

Voices of iFace user were commercialized

・**Look in Clear**
In a web-based survey, "Full Clear Case," which was the strongest demand, was commercialized as an item to be used in iFace.

・**Tablet Case**
Product development beyond smartphone cases based on the product strategy, one of the Mid-term management plan.

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High designability + Series expansion + Peripheral accessories development

Mainstay Products

・**First Class**

・**Reflection**

Product development

・**Look in Clear**

・**Tablet Case**

Develop peripheral accessories

・**Finger Ring Holder**

・**Compact Wallet**

・**Grip On Silicone Case**

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Reference information

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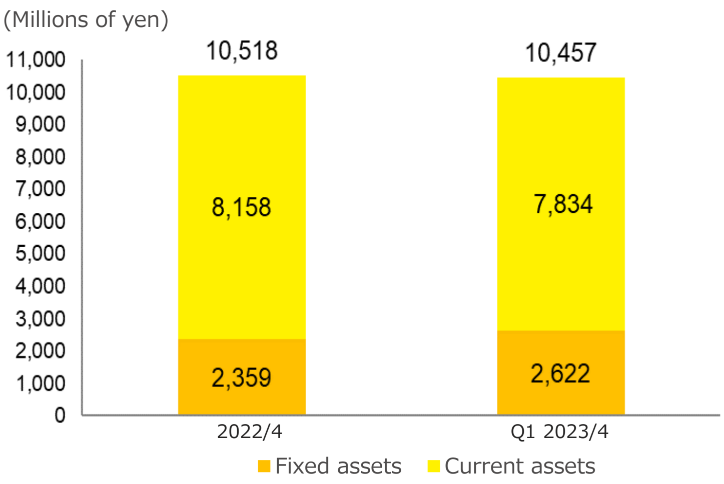
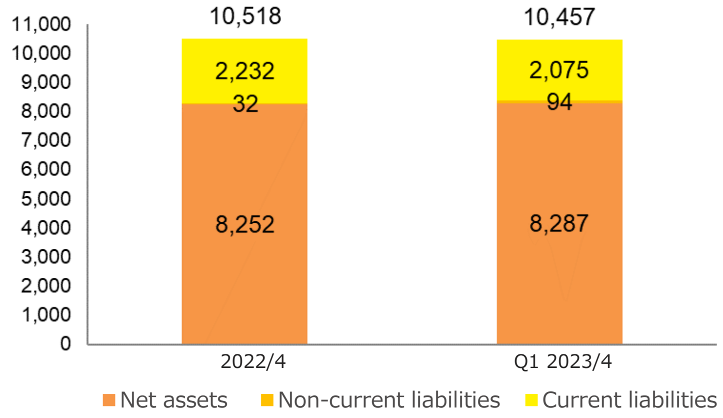
Q1 FY04/23 Consolidated Balance Sheet





Millions of yen

Current assets	7,834	(△323)
■Cash and deposits	3,320	(△705)
■Merchandise	1,569	(+141)
Fixed assets	2,622	(+262)
■Property, plant and equipment	1,471	(+259)
■Intangible assets	412	(△44)
■Investments and other assets	738	(+48)
Current liabilities	2,075	(△156)
■Income taxes payable	99	(△261)
■Others	218	(+149)
Non-current liabilities	94	(+61)
■Others	82	(+79)
Net assets	8,287	(+34)
■Retained earnings	7,093	(△104)
■Foreign currency translation adjustments	314	(+139)

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Next Engine indicators

Fiscal Year	2021/4				
	Q1	Q2	Q3	Q4	Full year
Number of clients	4,179	4,351	4,513	4,739	4,739
Number of stores	31,771	33,114	34,461	36,004	36,004
GMV (Billions of yen)	237	208	253	245	944
ARPU (Yen)	38,489	34,902	36,949	35,815	36,539
Monthly churn rate	0.82%	0.88%	0.86%	0.90%	0.87%
Transaction number processed (ten thousand)	3,394	2,876	3,364	3,321	12,955
LTV(Lifetime Value) (Yen)	4,684,866	3,961,527	4,275,717	3,978,015	4,225,031

Fiscal Year	2022/4					2023/4
	Q1	Q2	Q3	Q4	Full year	Q1
Number of clients	4,949	5,093	5,236	5,417	5,417	5,560
Number of stores	37,765	39,134	40,192	41,595	41,595	43,049
GMV (Billions of yen)	263	269	308	285	1,124	297
ARPU (Yen)	36,525	35,141	37,077	35,638	36,095	35,833
Monthly churn rate	0.81%	0.95%	0.96%	0.90%	0.91%	0.80%
Transaction number processed (ten thousand)	3,543	3,335	3,909	3,738	14,525	3,924
LTV(Lifetime Value) (Yen)	4,519,089	3,702,895	3,857,032	3,939,768	4,004,696	4,493,902

※GMV and the number of orders processed are the totals at the end of each quarter. Monthly churn rate's figures are calculated by dividing the number of contracted clients end of Q4 from the average number of cancellations during the quarterly period.

Results for each Business —Net sales

(Millions of yen)

Summary of Business Figures (Accounting Period)

				2022/4 Q1	2022/4 Q2	2022/4 Q3	2022/4 Q4	2023/4 Q1
Net sales			Mobile Life Business	1,596	2,310	2,175	2,248	1,567
			Gaming accessories Business	19	35	163	177	188
			Cosmetics Business	-	-	11	18	23
			New business investment	10	10	14	21	18
		Total domestic commerce		1,626	2,356	2,364	2,465	1,798
		Global Business		296	257	714	233	533
	Commerce Segment Total			1,921	2,613	3,078	2,697	2,331
		Next Engine Business		542	535	583	579	597
		Consulting Business		103	114	126	118	120
		Localco Business		49	67	242	38	55
	Platform Segment Total			695	717	952	736	774
Total sales				2,617	3,331	4,030	3,434	3,106

Results for each Business —Operating income

(Millions of yen)

Summary of Business Figures (Accounting Period)					2022/4				2023/4
					Q1	Q2	Q3	Q4	Q1
Segment Profit				Mobile Life Business	294	543	433	477	328
				Gaming accessories Business	△2	0	△4	6	2
				Cosmetics Business	△8	△16	△73	△99	△110
				New Business investment	△65	△64	△56	△114	△59
				Functional Departments	△21	△24	△17	△18	△26
			Total domestic commerce		196	438	280	251	134
			Global Business(including deduction of unrealized gains, etc.)		88	315	262	36	25
		Commerce Segment Total			285	753	542	288	159
		Platform Segment Total			260	267	430	266	322
	Total Segment Income				546	1,021	973	554	482
Adjusted amount					△218	△215	△233	△226	△234
Operating income					327	806	739	327	248

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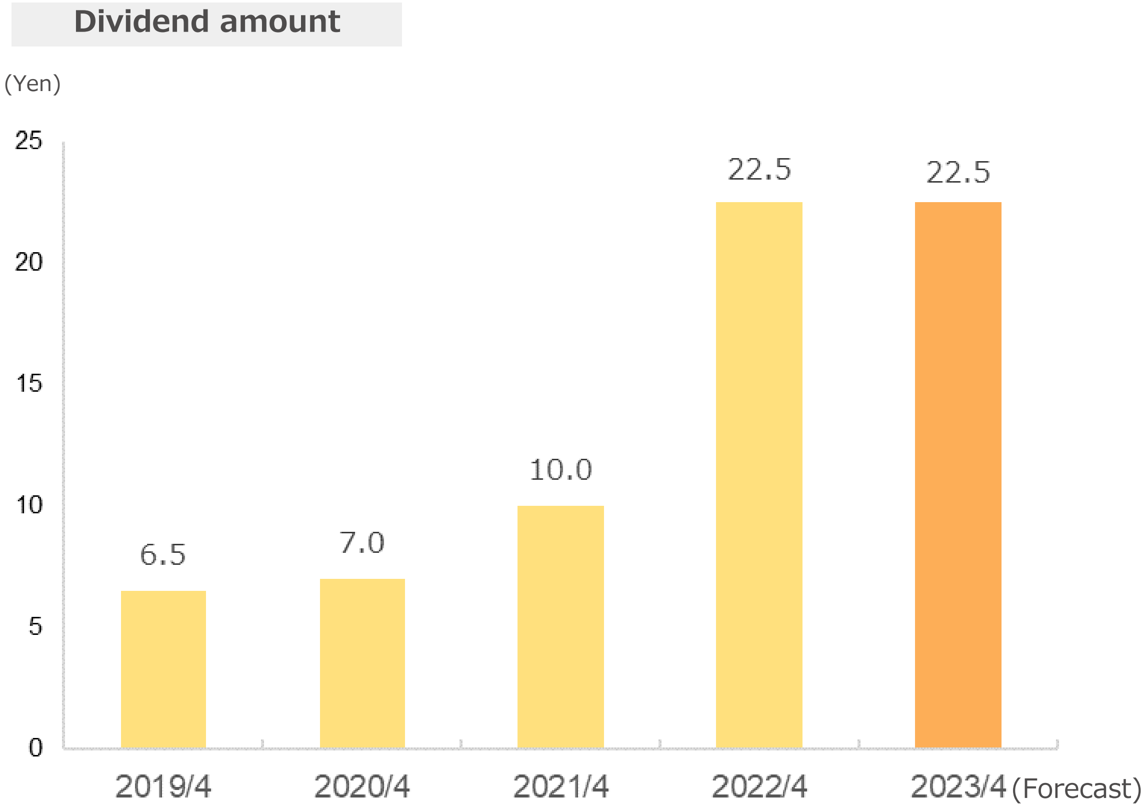
Shareholder Returns—Dividend per share

① Linked to performance
We will return profits to shareholders in accordance with profit growth.
Maintain a dividend payout ratio of 20% or more

② Stable dividend
As long as there are no major gains or losses or changes in external conditions, in principle we will maintain or improve DPS.



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