



Hamee Corp.

Q2 FY04/23

Results briefing materials

Reference only

In case of any discrepancies between Japanese version and English version,
Japanese Language version shall prevail.

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I. Financial Results

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 Corp.) 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.

Highlights

Platform

<Next Engine>

- Changes in the current business climate (structural changes in EC marketplace, advanced consumer behavior in COVID-19)
- Although the number of contracted clients is sluggish against the backdrop of a reaction and other factors), because of a strong customer base, the same period of the previous fiscal year Sales up 9.3% YoY and profit up 21.8% YoY.

<Consulting>

- Despite a decline in profitability due to ongoing efforts to address the management issue of securing resources, inquiries remained strong and sales increased.

<Localco>

- Contract municipalities also steadily increased and maintained the upward trend in sales.

Commerce

<Mobile Life>

- Domestic sales affected by slower-than-expected demand for products for iPhone14 series both wholesale and retail sales struggled.

<Gaming Accessories>

- Recognition of gaming monitor Pixio has increased, such as winning the Amazon seller awards.

<Cosmetics>

- Launched skin care products in September, which had been developed and positioned as a mainstay product group.
- Winning 23 awards for various awards, and the spread of awareness after the launch is more than expected.
- Expand sales channels and move into the expansion phase.

<Global>

- Sales increase because of sales expansion measures, but profitability is an issue. We aim to improve profitability in the future.

Q2 FY04/23 Consolidated Summary

<Net sales>

- Increased because Gaming Accessories Business, Global Business and Platform segment made up for the domestic Mobile Life Business struggle.

<Gross profit>

- Declined in profit margin due to sales expansion measures in the U.S. in the Global Business and the recording of inventory valuation losses.

<Operating income>

- Decreased due to the significant impact of the Cosmetics Business and investment in advertising in the U.S.

(Millions of yen)	2022/4	2023/4			[Reference]2023/4	
	Q2 results	Q2 results	Increase /Decrease	% YoY	Full-year results	% YoY
Net sales	3,331	3,527	196	5.9%	6,633	11.5%
Gross profit	2,237	2,099	△137	△6.1%	3,997	2.5%
Operating income	806	326	△480	△59.6%	574	△49.4%
Net Profit attributable to owners of parent	689	288	△401	△58.2%	495	△47.5%

Q2 FY04/23 Consolidated Overview —Net Sales analysis

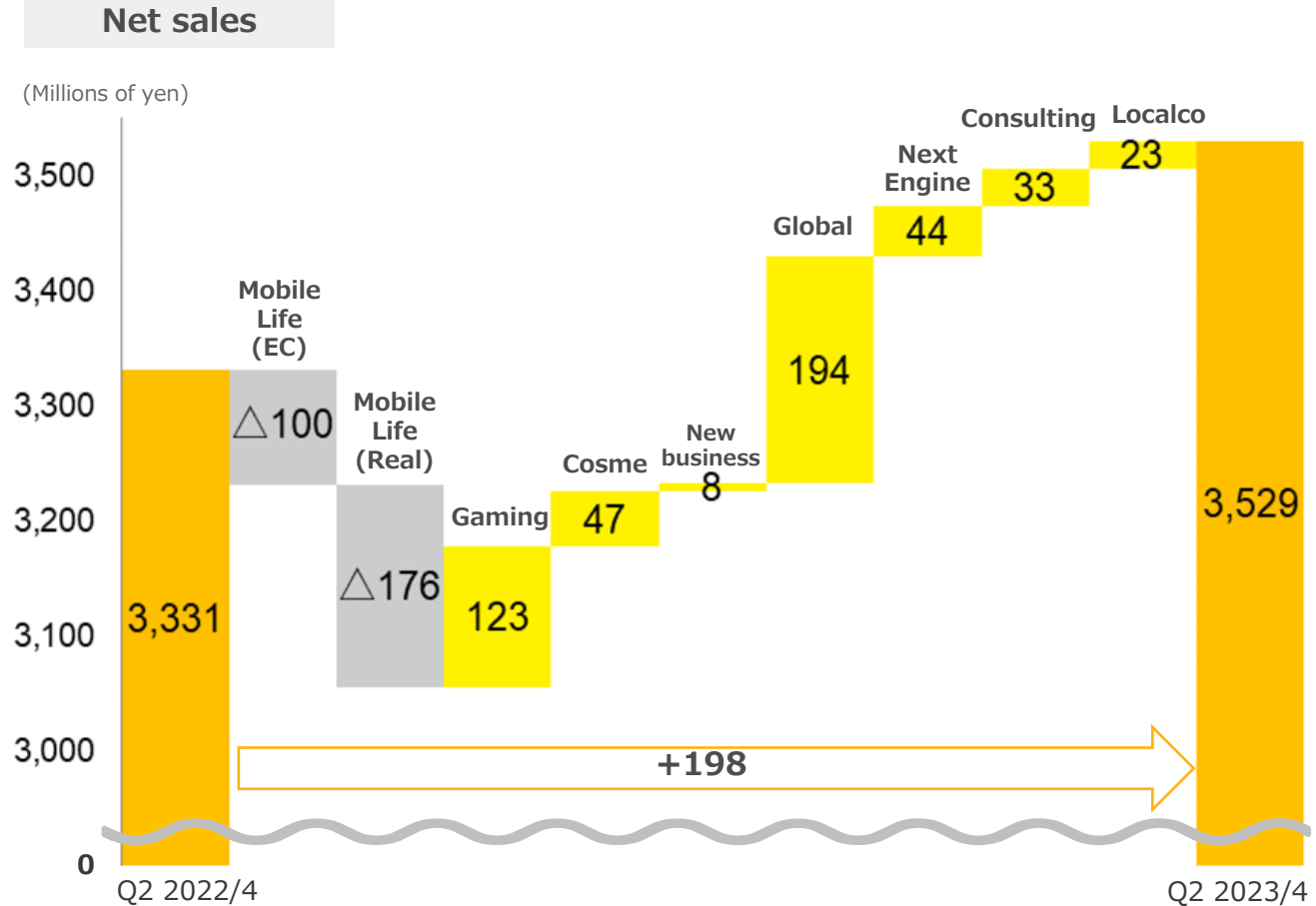
<Commerce>

- Demand of products for iPhone14 series is not growing faster than expected EC and Real (wholesale) sales decreased.
- Recognition of gaming monitor Pixio has increased, such as winning the Amazon merchant awards.
- In Cosmetics Business, launched strategic products in September that delayed in market launch.
- U.S. among Global Business, sales increased because of aggressive sales expansion measures.

<Platform>

- Each business maintains sales growth trend.

Consolidated



Q2 FY4/23 Consolidated Overview —Operating income analysis

<Commerce>

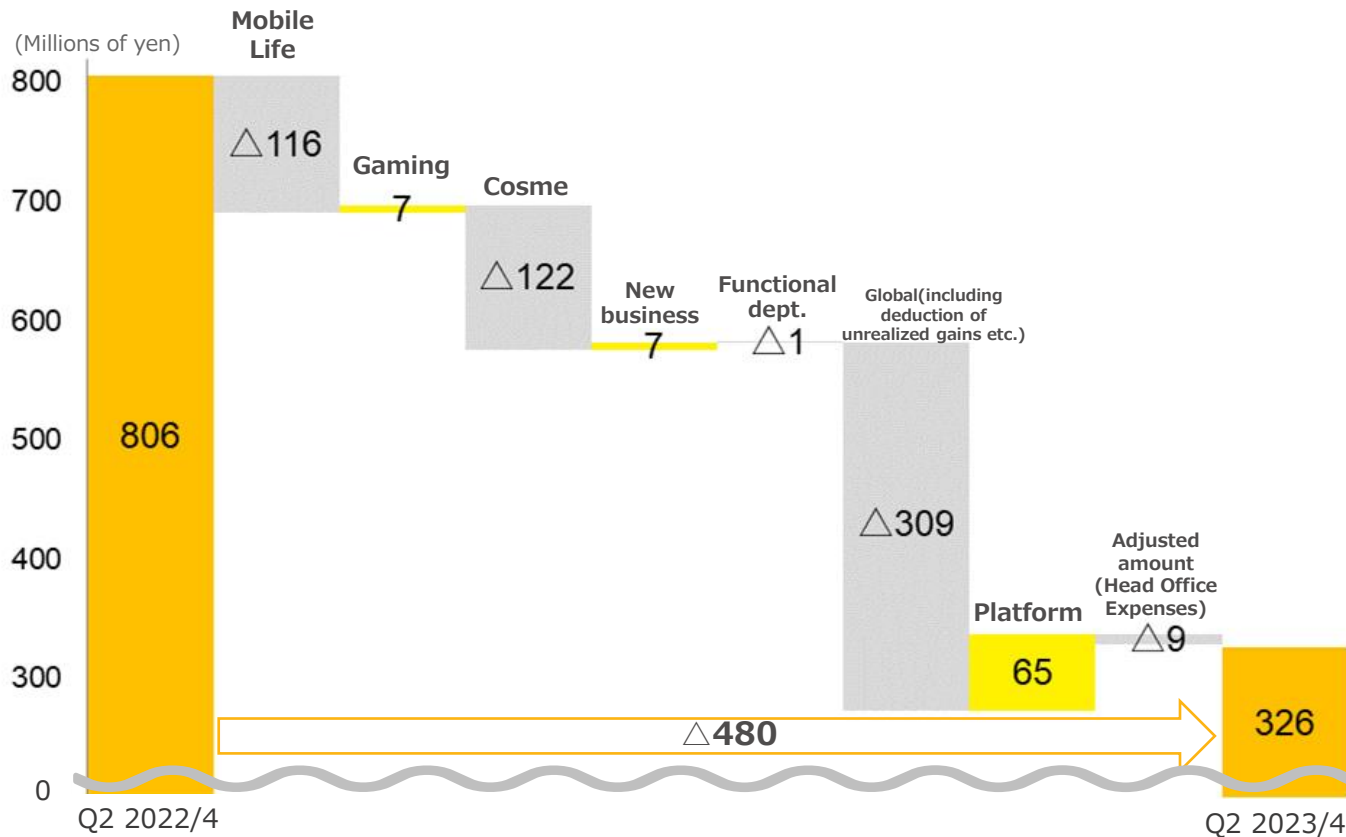
- Mobile Life Business: Income decreased due to the large impact of the decrease in sales.
- Cosmetics Business: Operating loss of JPY138 million due to continued investment in advertising but moving on to the expansion phase.
- Global Business: Declined in profit margin due to sales expansion measures(sales at lower prices and advertising) in the U.S.

<Platform>

- Each business maintains sales growth trend.

Consolidated

Operating income



Q2 FY04/23 Consolidated Overview

<Commerce>

- Gaming Accessories Business, Cosmetics Business and Global Business covered the decrease in domestic Mobile Life Business but lower profitability due to the impact of Cosmetics Business and advertising investment for Global Business(U.S.)
- Launched strategic products that delayed in market launch, Cosmetics Business sales performance improved steadily.
- Global Business from Q3 onward reviewed sales prices and improved profitability.

<Platform>

- Each business maintains sales growth trend.

(Millions of yen)		2022/4	2023/4			[Reference]2023/4	
		Q2 results	Q2 results	Increase /Decrease	% YoY	Full-year results	% YoY
Consolidated Segment Overview	Net sales	2,613	2,709	96	3.7%	5,041	11.2%
	Segment profit	753	217	△536	△71.2%	377	△63.7%
	Profit ratio	28.8%	8.0%	△20.8%	—	7.5%	
Commerce	Net sales	717	819	101	14.2%	1,593	12.7%
	Segment profit	267	333	65	24.4%	656	24.1%
	Profit ratio	37.3%	40.7%	3.3%	—	41.2%	
Platform	Net sales	3,331	3,529	198	6.0%	6,633	11.5%
	Segment profit	1,021	550	△471	△46.1%	1,033	△34.1%
	Adjusted amount ※1	△ 215	△ 224	△ 9	—	△458	—
Total	Operating income	806	326	△480	△59.6%	574	△49.4%
	Profit ratio	24.2%	9.2%	△15.0%	—	8.7%	—

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

II. Business Summary

Platform



NEXT ENGINE

Highlights

Platform

PF Segment

Sales (Q2)

JPY **819** million

(up 14.2% YoY)

Operating income(Q2)

40.7%

(up 3.3% YoY)

Next Engine

Number of clients(Q2)

5,598 clients

(up 505 clients YoY)

GMV(Q2)※1

JPY **270.7** billion

(up 3.4% YoY)

ARPU(Q2)※2

JPY **34,434**

(down 2.0% YoY)

Monthly churn rate (Q2)※3

1.04%

(up 0.09% YoY)

※1 GMV・・・Gross Merchandise Value = transaction amount processed through Next Engine.

※2 ARPU・・・Average Revenue 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.

Q2 FY4/23 Results

<Next Engine Business>

- The number of contract clients was sluggish due to structural changes in the EC market but strong customer base maintains sales growth.
- Thorough cost management, including server costs, led to profit growth that exceeded sales growth.

<Consulting Business>

- Inquiries for all services, EC consulting, designing and construction, are good.

<Localco Business>

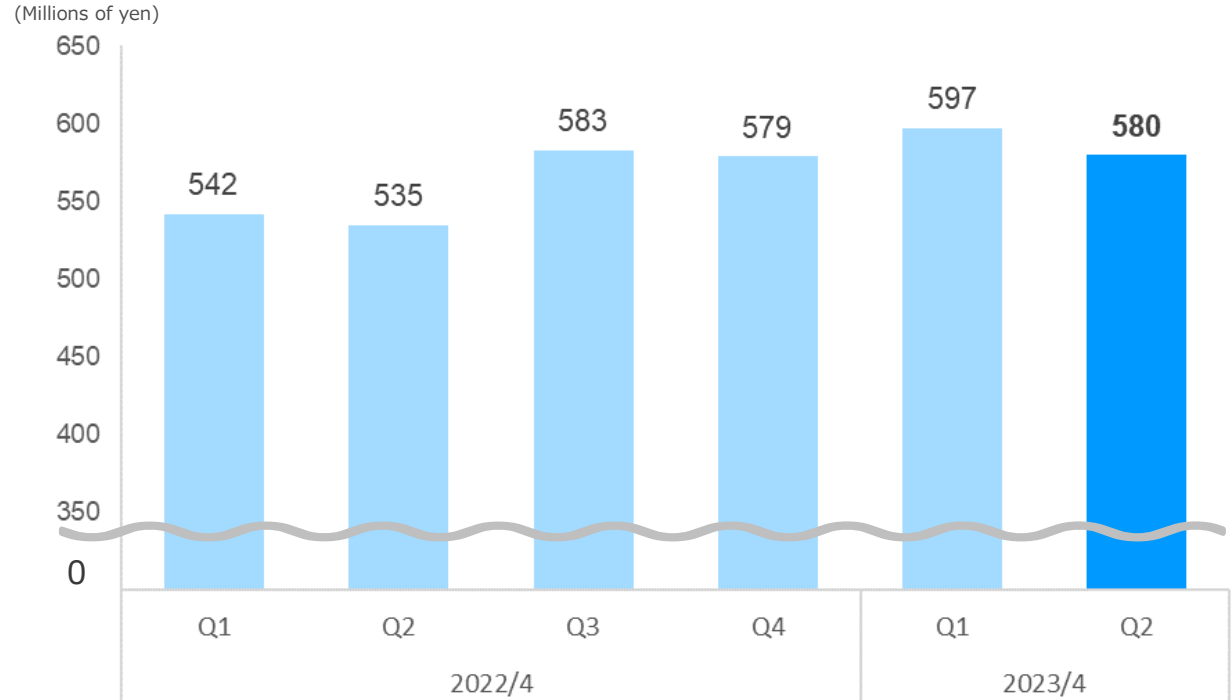
- Acquired a contract with a new municipality, Sales continued to increase.

(Millions of yen)	2022/4	2023/4			[Reference]2023/4	
	Q2 results	Q2 results	Increase /Decrease	% YoY	Full-year results	% YoY
Platform Segment						
Net Sales	717	819	101	14.2%	1,593	12.7%
NextEngine	535	580	44	8.4%	1,178	9.3%
Consulting	114	148	33	29.5%	268	23.5%
Localco	67	90	23	34.4%	146	24.7%
Operating income	267	333	65	24.4%	656	24.1%
Operating income ratio	37.3%	40.7%	3.3%	—	41.2%	—

Next Engine Business —Q2 FY04/23 Sales

- Since 2020, digital shift in consumer behavior has progressed due to COVID-19. After the period of self-restraint, there is a strong tendency to shift from consumption of goods to consumption of experiences (travel, events, etc.), and there is a reaction to the digital shift. However Next Engine maintain an upward trend!

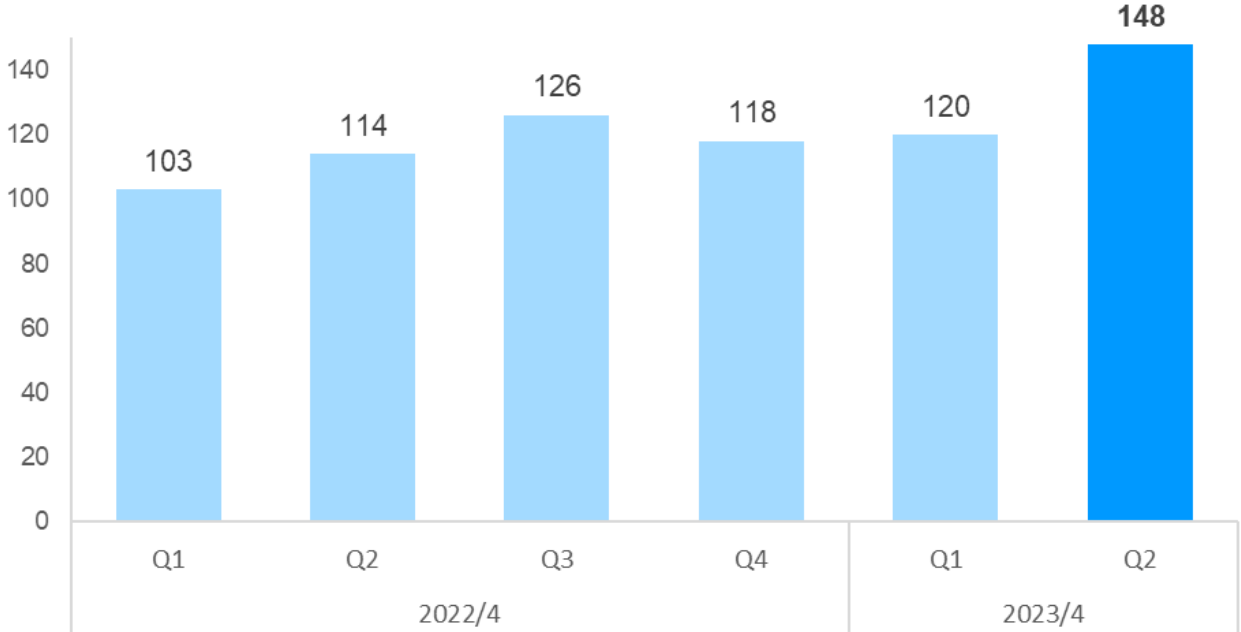
Net sales



Consulting Business —Q2 FY04/23 Sales

- While continuing to address the management issue of securing resources for consultants, maintaining an upward trend in sales.

Net sales

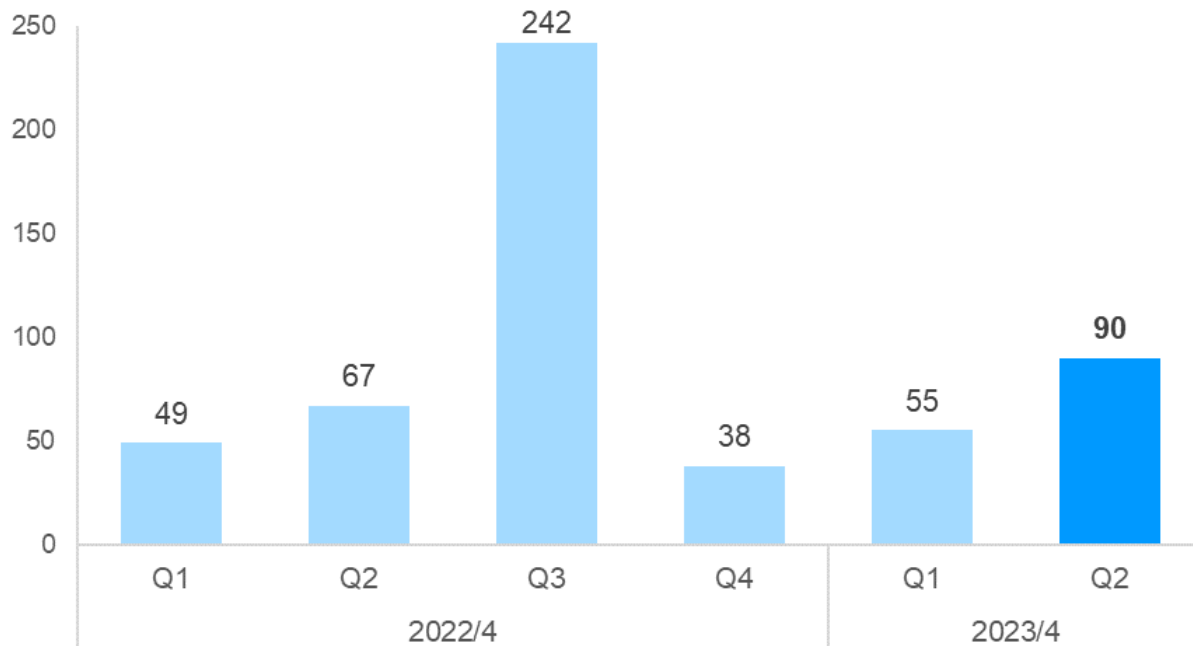


Localco Business —Q2 FY04/23 Sales

- Against the backdrop of an increase in the number of contracted local governments, maintained sales growth trend year-on-year.
- Quarterly sales fluctuate significantly as this business is highly correlated with movements in the hometown tax donation market as a whole.
- Sales peak in the Q3 as the volume of transactions is usually the largest in December, which is the deadline for tax payment.

Net sales

(Millions of yen)

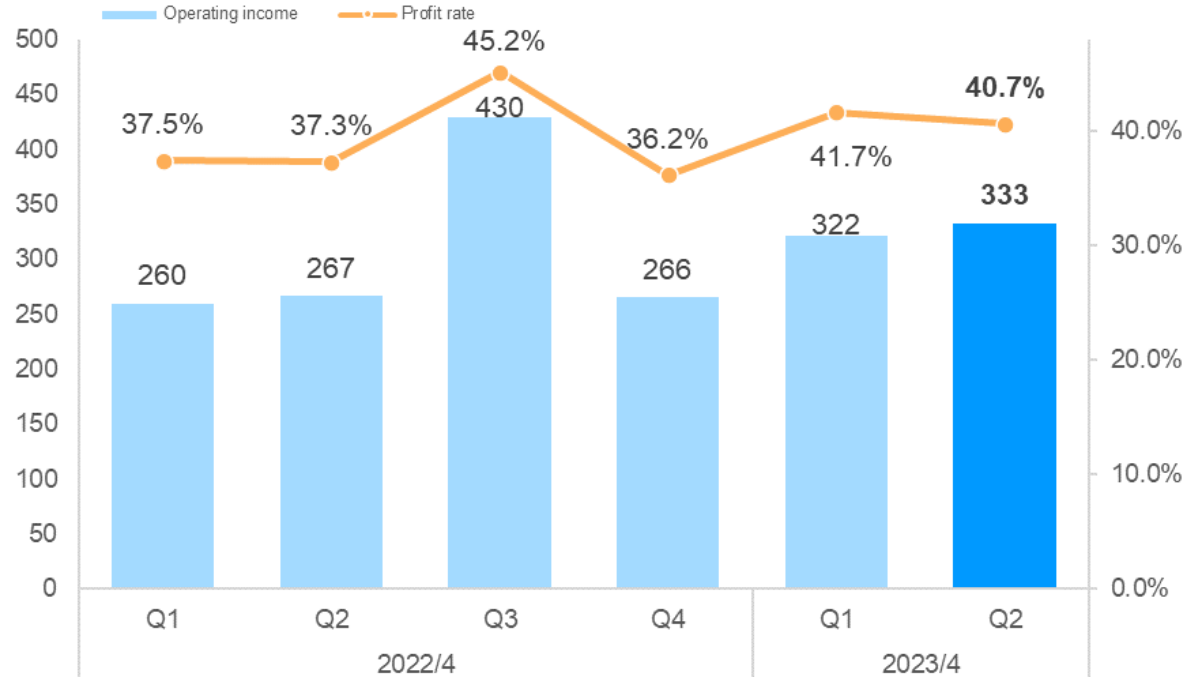


Q2 FY04/23 Operating income

- In order to develop on a common platform as NE Inc., operating income will be disclosed in Platform segment (including Consulting Business) as a whole.
- For Next Engine Business and Localco Business, sales peak in the Q3 which includes December, as a segment, operating income tends to be highest in the Q3.
- Profitability improved steadily year-on-year.

Operating income

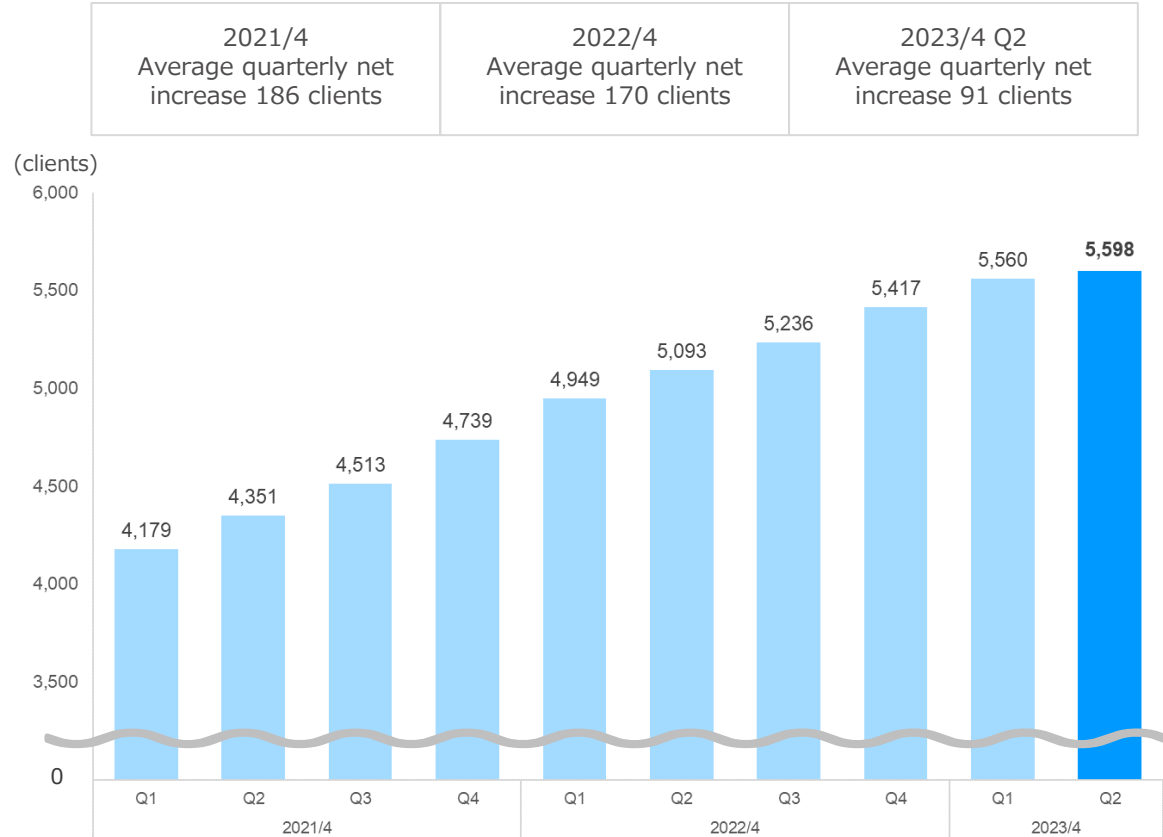
(Millions of yen)



Next Engine Business —Total number of clients

- Priority issues for EC operators have shifted from improving operational efficiency to maximizing sales and securing profits.
- Motivation to introduce various business efficiency services appears to be temporarily declining.
- Against this backdrop, the number of free contracts is sluggish, and although the conversion rate remains constant, the growth in the number of contract clients slows down.
- Returning to the origins of customer success, instead of forcibly pursuing contracts, for the time being we will focus on supporting user growth.

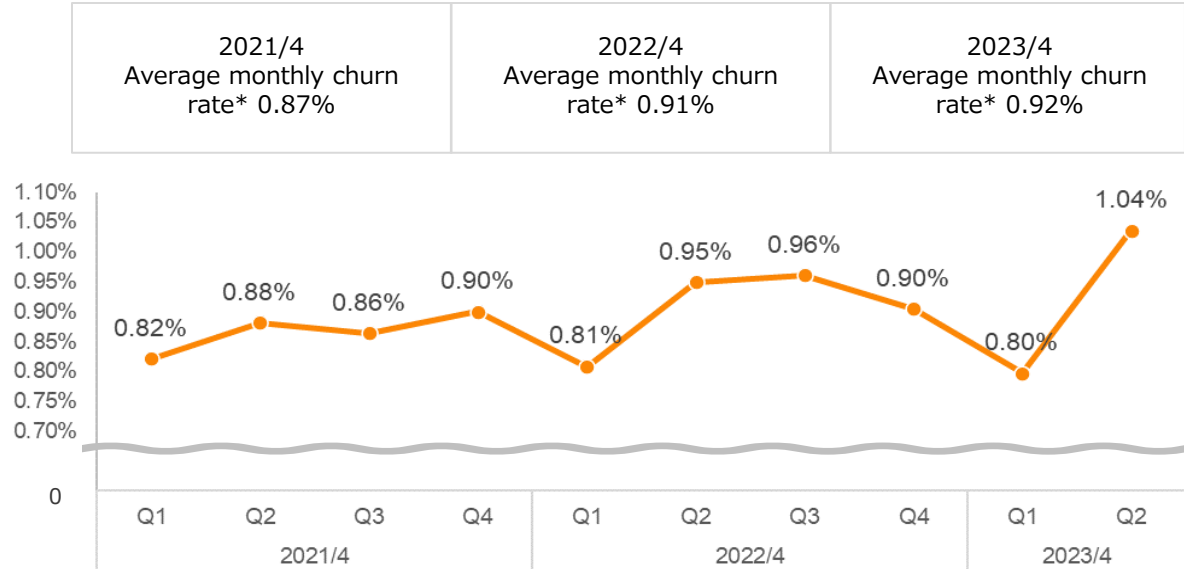
Total number of clients



Next Engine Business —Churn rate trend

- The number of businesses withdrawing from EC is on the rise although the churn rate slightly deteriorated compared to the Q1, it remains at a low level.

Churn rate

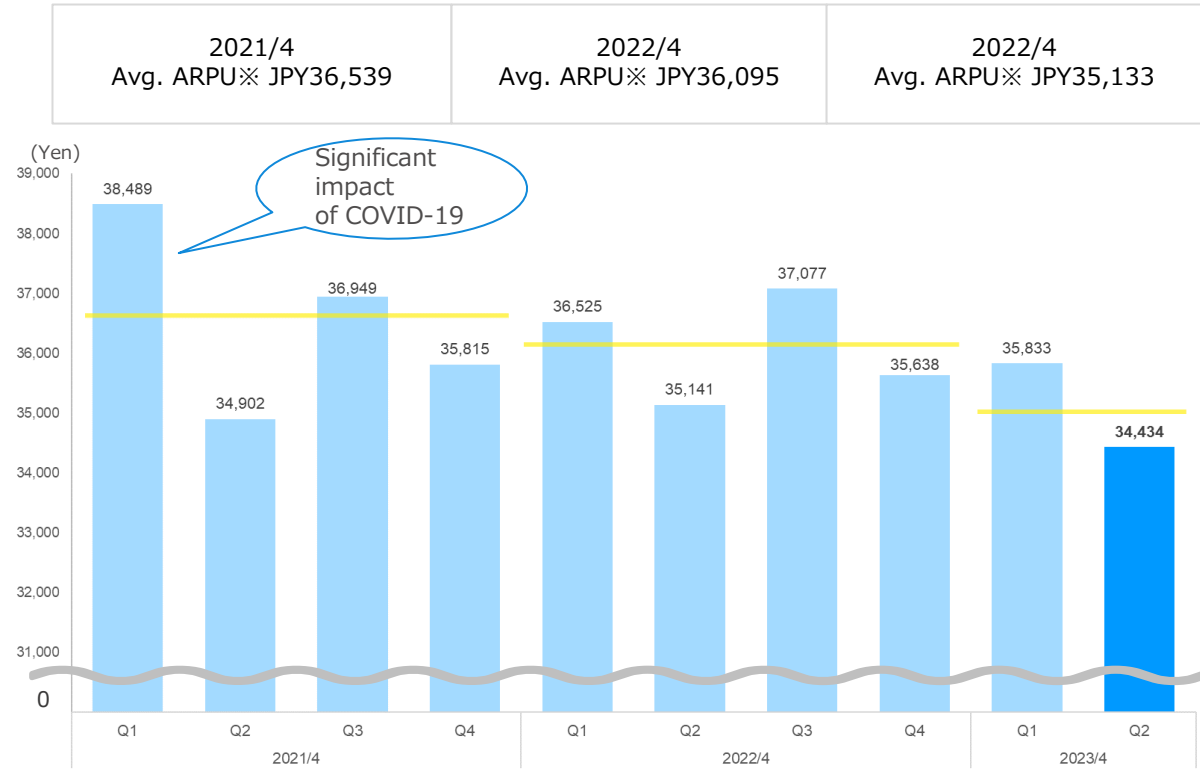


※ Annual average monthly churn rate: Figures calculated by dividing the number of contracted clients as of the end of the quarter from the average number of cancellations for each quarterly period are simple averages.

Next Engine Business —ARPU trends

- The number of orders processed by users is sluggish due to the reaction to the digital shift in the EC market.
- Due to pay-as-you-go billing for the number of orders received, ARPU is also sluggish compared to the same quarter of the previous year.

ARPU



Commerce



Q2 FY4/23 Results

<Mobile Life Business>

- Struggled because demand for products for the iPhone 14 series was sluggish.

<Gaming Accessories Business>

- Sales increased because of an increase in market presence.

<Cosmetics Business>

- Although the launch of skin care products was significantly delayed from the originally planned April to September, sales growth after launch.
- Profitability remains an issue but widespread market awareness and won 23 Best Cosmetic Awards!

<Global Business>

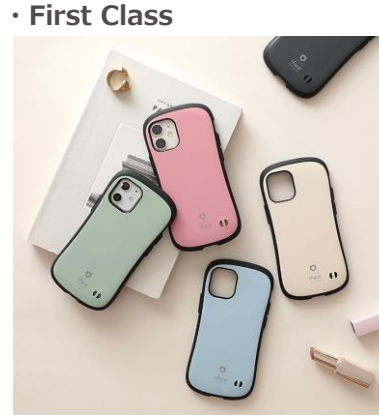
- Declined in profit margin due to sales expansion measures (sales at lower prices and advertising) in the U.S.

(Millions of yen)	2022/4	2023/4			[Reference]2023/4	
	Commerce segment	Q2 results	Q2 results	Increase /Decrease	% YoY	Full-year results
Net Sales	2,613	2,709	96	3.7%	5,041	11.2%
Mobile Life Business	2,302	2,025	△276	△12.0%	3,582	△7.9%
Gaming Accessories Business	35	159	123	346.9%	347	532.6%
Cosmetics Business	—	47	47	—	71	—
New Business investment	10	18	8	76.6%	37	79.3%
Global Business	264	458	194	73.3%	1,002	76.5%
Operating income	753	217	△536	△71.2%	377	△63.7%
Mobile Life Business	527	410	△116	△22.1%	724	△11.9%
Gaming Accessories Business	△0	7	7	—	9	—
Cosmetics Business	△16	△138	△122	—	△249	—
New Business investment	△64	△57	7	—	△111	—
Functional Departments	△24	△26	△1	—	△52	—
Global Business(including deduction of unrealized gains, etc)	330	21	△309	△93.6%	56	△86.5%
Operating income ratio	28.8%	8.0%	△20.8%	—	7.5%	—

iFace product development

- Based on the product strategy, one of the medium-term management strategies, launched a tablet case as a product development not only smartphone cases.
- Continue to develop products in the mobile peripheral area.

Mainstay Products



• First Class

Product development



• Look in Clear

Full Clearance developed from user feedback

• Reflection



• Tablet Case



Commerce

iFace new series

“Hang and”

- A new product developed as a convenient and functional iFace new series, its concept is “Keep on moving! Play more lightly and actively!”
- Pre-orders will be accepted from December, and will be released in February 2023.



iFace 10th 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.



10TH ANNIVERSARY

Thanks to all of you, iFace marks 10th anniversary

Gaming Accessories Business

- Sales started at two stores, own EC site and Amazon.
- 3 stores, PayPay malls, Rakuten Ichiba and Yahoo! Auctions, opened in this fiscal year to Aim to maximize sales opportunities at 5 stores.
- Won the Amazon.co.jp Seller Award 2022 Category Awards in October. Market awareness steady expansion.



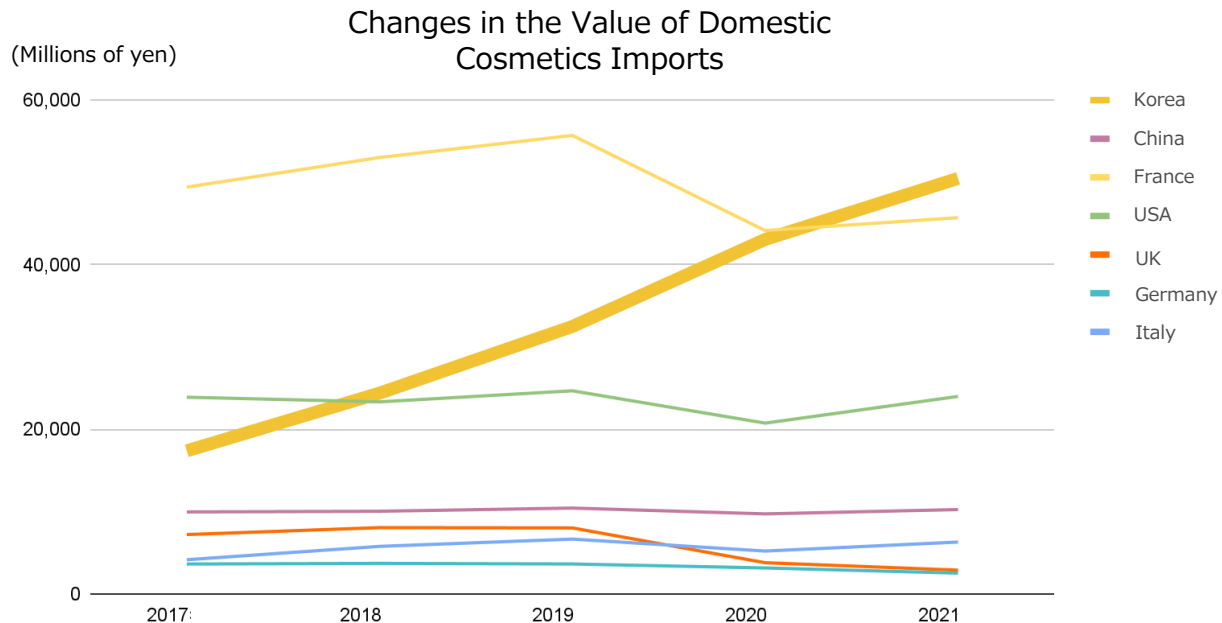
Cosmetics Business

—Trends in the domestic cosmetics market

<Market Trends>

- The domestic cosmetics market is mature, and competition for market share is fierce, centered on major companies but K-beauty market has few major players, and the it is growing rapidly due to COVID-19.
- When converted to the distribution amount in the Japanese domestic market, it is estimated that there will be a market size of about JPY130 billion※ as of 2021. It's expected to continue growing in the future.

※Calculated conservatively based on the cost of sales ratio of each cosmetics company compared to the value of domestic imports to Korean in fiscal 2021.



Our compilation from Trade Statistics of the Ministry of Finance
<https://www.customs.go.jp/toukei/info/index.htm>

Cosmetics Business —ByUR targeting

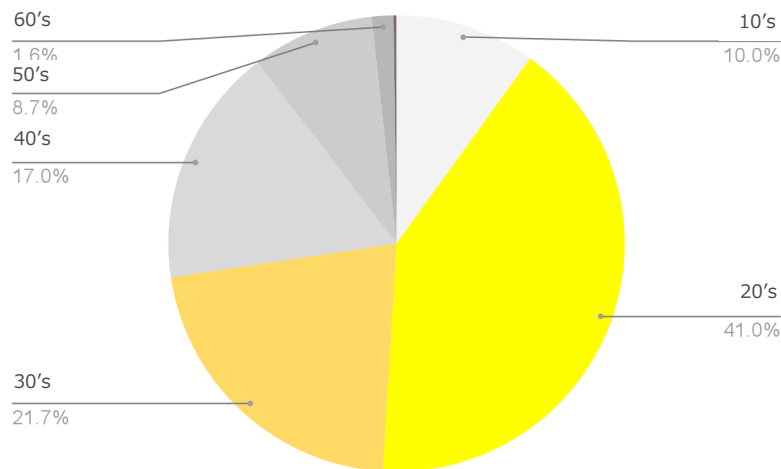
<Approach to younger generation>

- Product development centered on the “skincare” and “base makeup” categories, which are less susceptible to short-term trends and can ensure high profitability.
- Succeeded in reaching customers in their 20s and 30s, who are Hamee’s main customer base.

<Awarded various awards>

- Won 23 awards from the media, etc. as a noteworthy cosmetic product. Acquisition of high recognition in the early stages of business.

Distribution of ByUR members by age group



Many others!

Cosmetics Business —Sales to date in Q2

<Reconfirming new product development capabilities>

- Despite the delay in launching the skin care line, customer reaction to the products has been favorable. Product strengths are well established.

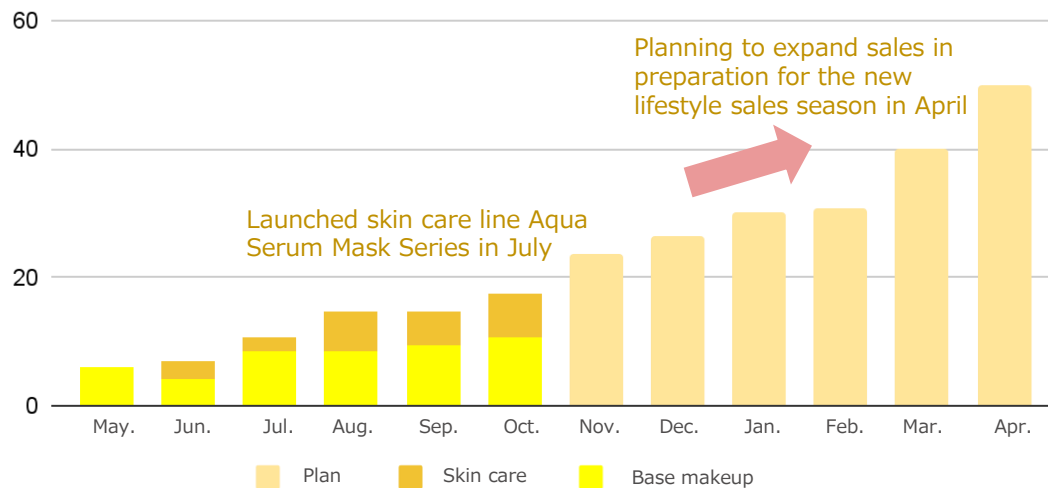
<Introduce skin care products to cover initial delay>

- After the introduction of the skin care line from July to September, Steadily rising sales baseline.



Cosmetics Business Sales by Product Category

(Millions of yen)



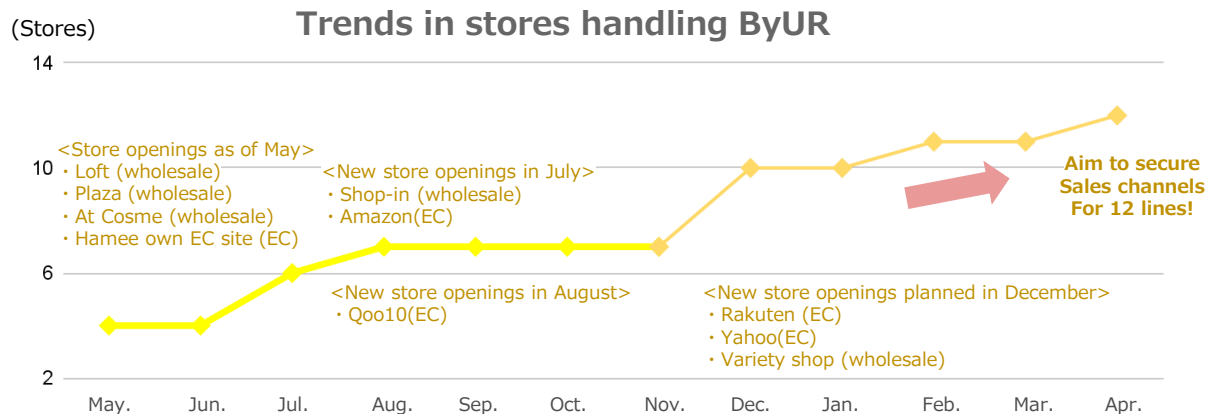
Cosmetics Business Future investment policy

<Strengthen sales capabilities by expanding sales channels>

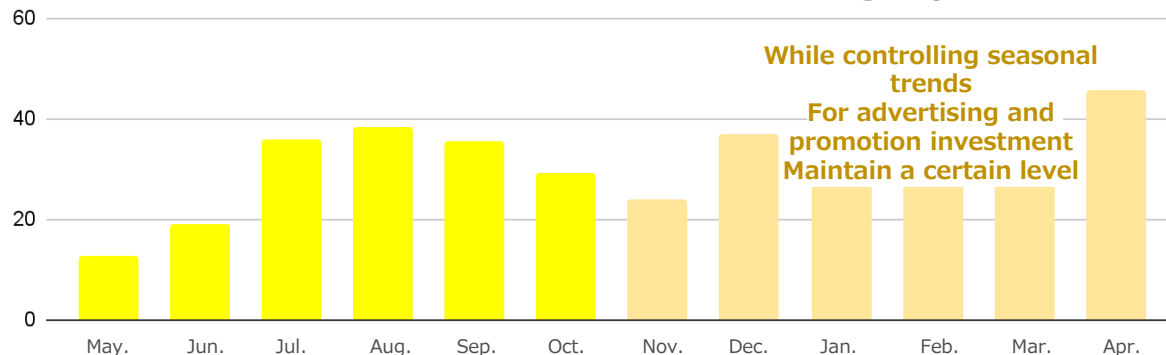
- Because initial recognition after the launch of the ByUR brand is good, in the second half of the 2025 fiscal year, while continuing upfront investment in advertising, etc. and accelerating the expansion of the number of stores handling the products and the exhibition in EC malls.

<Strengthen profitability by improving ROAS>

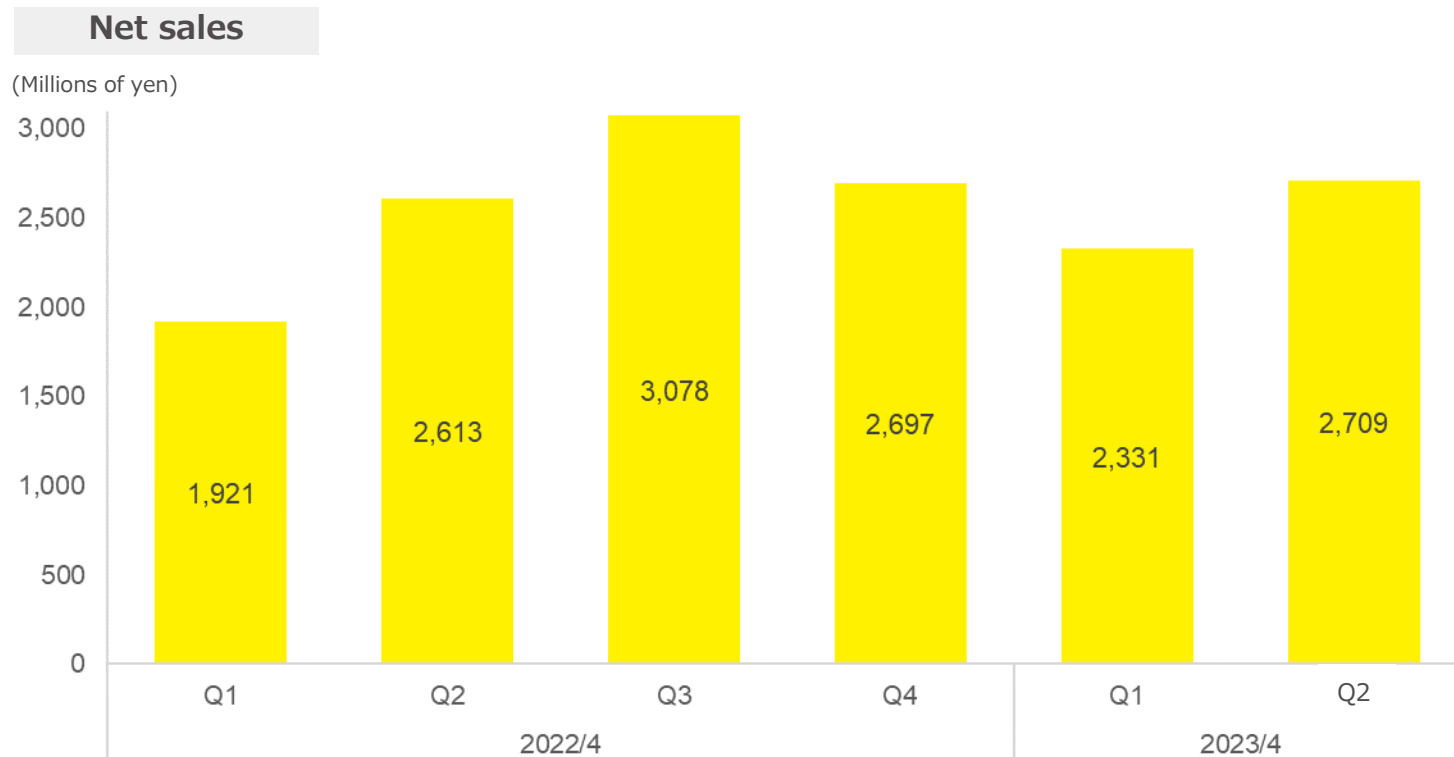
- Improve ROAS by maintaining a certain level of advertising investment in response to an increase in sales channels. Strive to build a profitable business foundation.



Trends in Cosmetics Business Advertising Expenditures



Q2 FY04/23 Sales



Net Sales Analysis (YoY)

<Mobile Life Business>

- Demand of products for iPhone14 series is not growing faster than expected EC and Real (wholesale) sales decreased.

<Gaming Accessories Business>

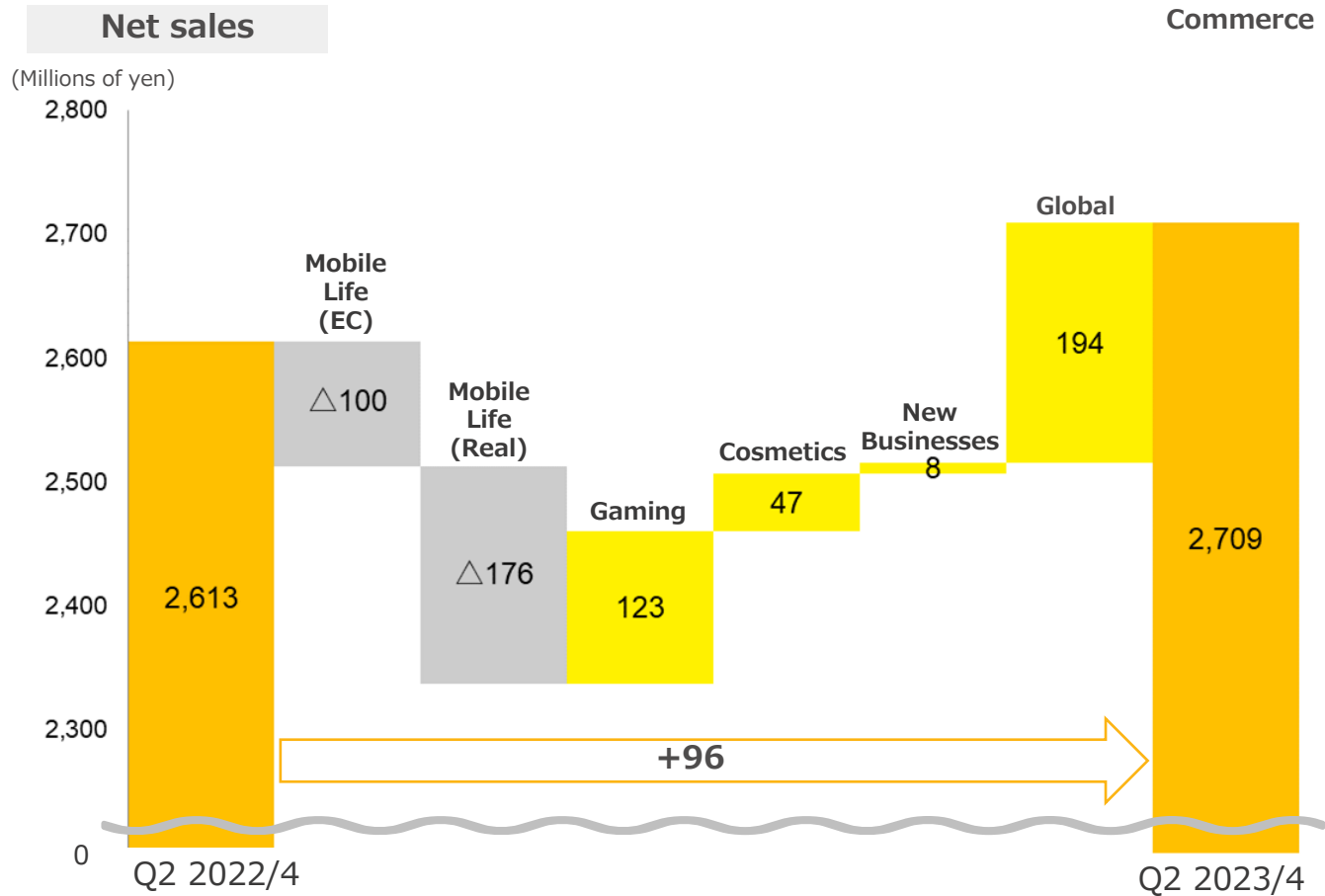
- Won the Amazon.co.jp Seller Award 2022 Category Awards. Market awareness steady expansion.

<Cosmetics Business>

- Launched strategic products in September that had been delayed in market launch.

<Global Business>

- Sales increased due to aggressive sales expansion measures in the U.S. of the Global Business.



Operating income analysis(YoY)

<Mobile Life Business>

- Profit declined significantly due to the impact of lower sales.

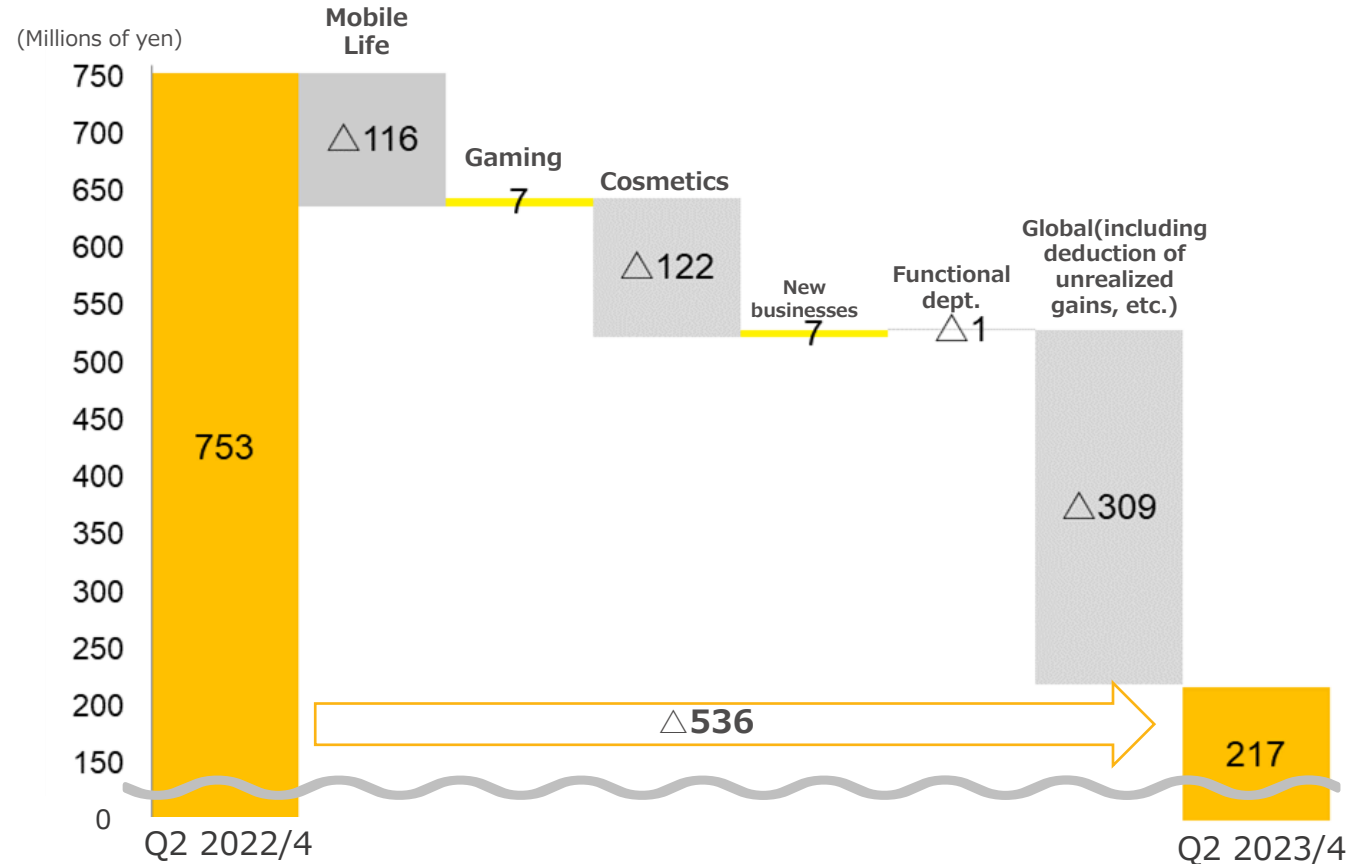
<Cosmetics Business>

- Operating loss of JPY138 million due to continued investment in advertising but moving on to the expansion phase.

<Global Business>

- Declined in profit margin due to sales expansion measures(sales at lower prices and advertising) in the U.S.

Changes in operating



III. Estimates for the year

Revision FY04/23 earnings forecasts

For details of the revisions, please refer to the "Notice Regarding Revisions to Full-Year Earnings Forecasts" announced on December 14, 2022.

(Millions of yen)		2022/4	2023/4				
Full-year earnings forecast revision		① Full-year results	② Initial forecast	Increase/ decrease in previous period (②-①)	③ Revised forecast	increase/ Decrease forecast (③-②)	Increase/ decrease in previous period (③-①)
Commerce	Net Sales	10,311	12,311	2,000	10,717	△1,593	406
	Segment profit	1,870	2,026	156	694	△1,331	△1,175
	Profit ratio	18.1%	16.5%	△1.6%	6.5%	△10.0%	△11.6%
Platform	Net Sales	3,102	3,620	518	3,383	△236	281
	Segment profit	1,225	1,407	182	1,337	△69	112
	Profit ratio	39.5%	38.9%	△0.6%	39.5%	0.6%	0.0%
Total	Net Sales	13,413	15,932	2,519	14,098	△1,833	685
	Segment profit	3,095	3,432	333	2,032	△1,399	△1,062
	Adjusted amount※1	△893	△1,139	△246	△1,017	121	△124
	Operating income	2,202	2,293	91	1,014	△1,278	△1,187
	Profit ratio	16.4%	14.4%	△2.0%	7.2%	△7.2%	△9.2%

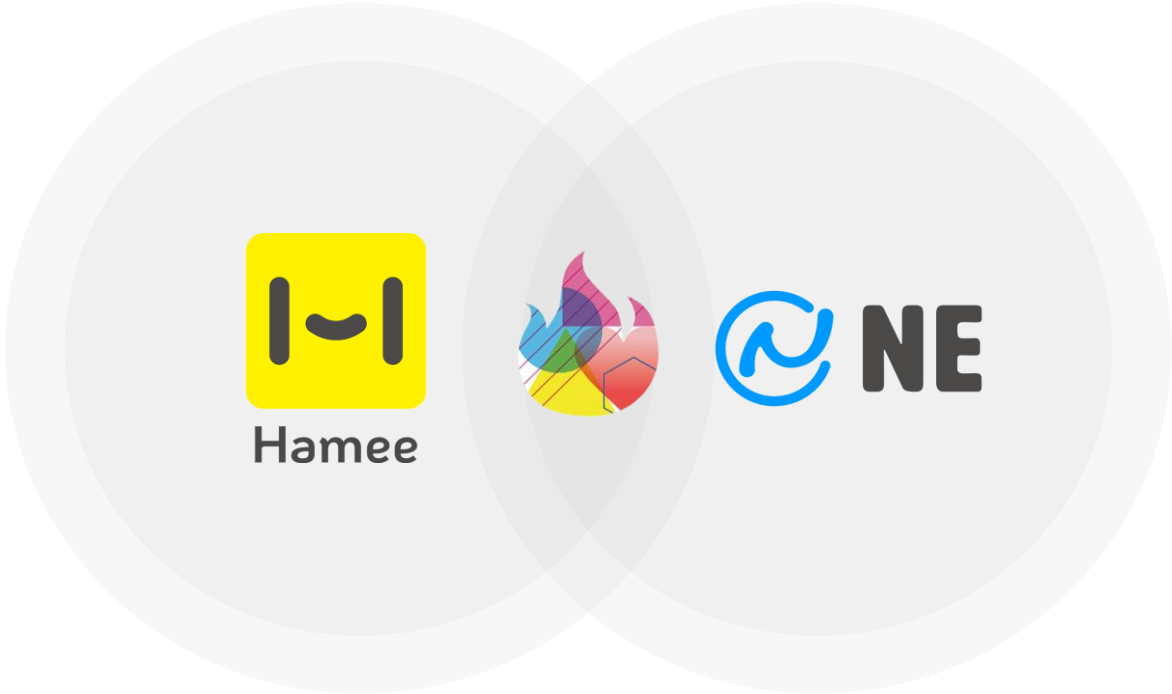
※1 Adjusted amount: Company-wide headquarters expenses are presented as "Adjusted amount."

APPENDIX

Company Profile

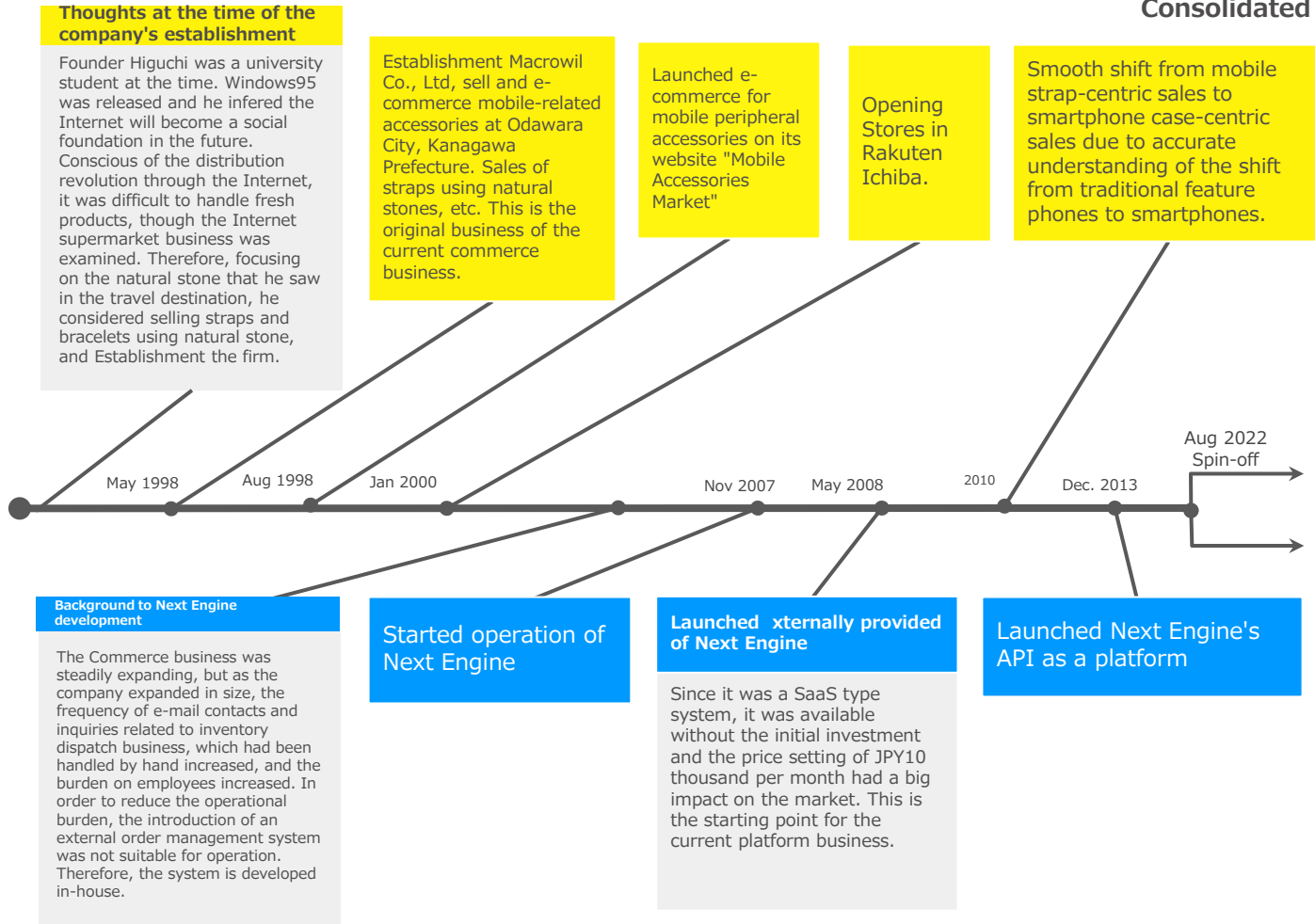
Spin-off

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.

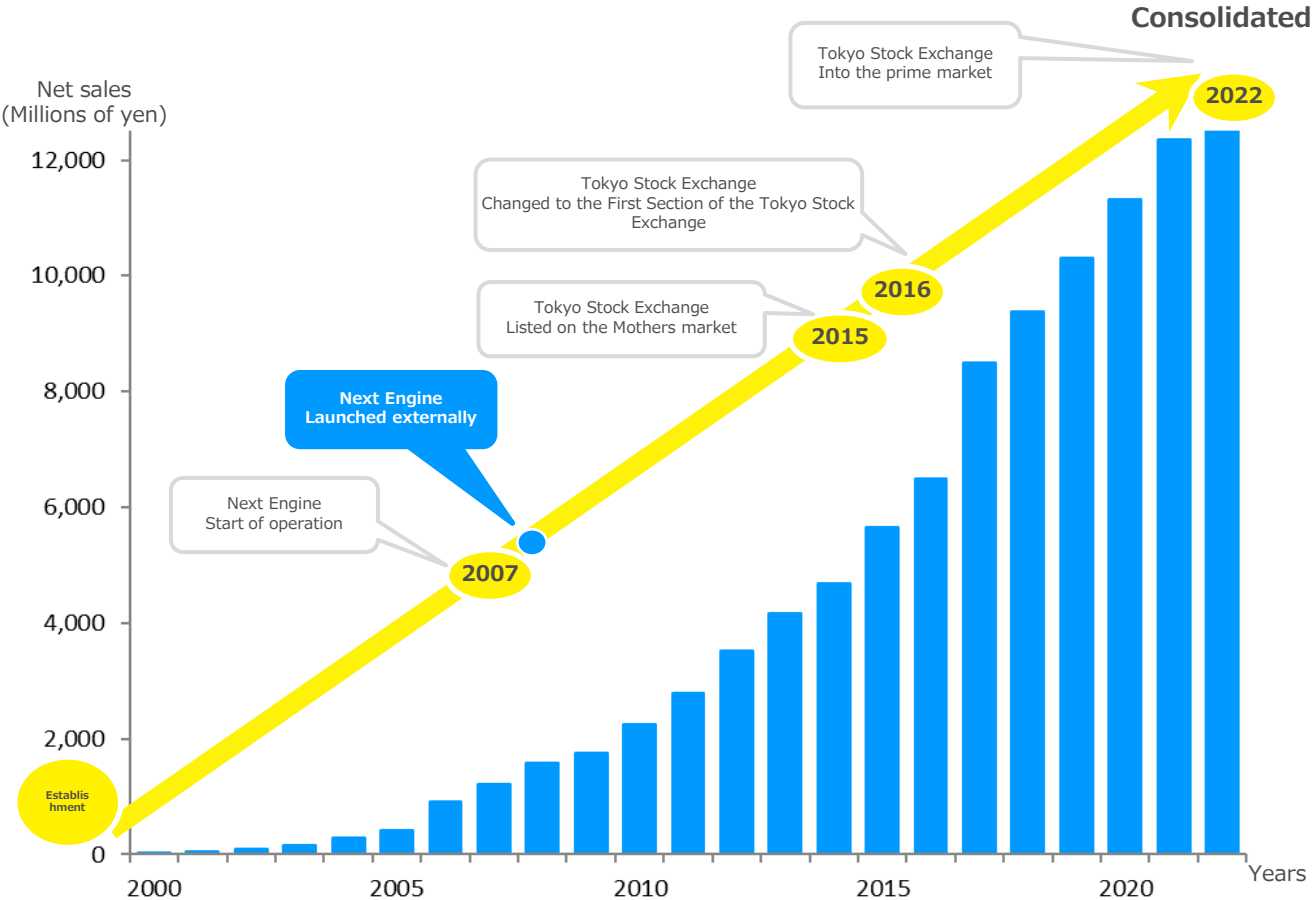


History

Consolidated



History (Growth Trajectory)



Business Overview

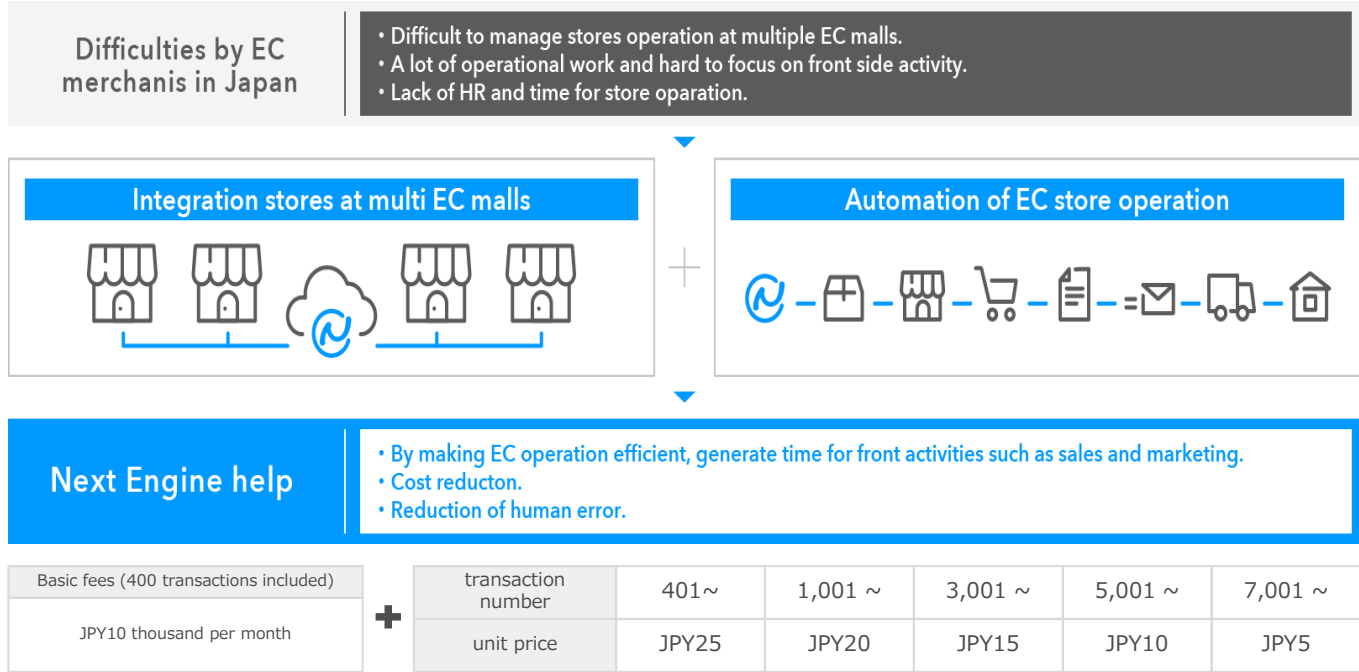
Platform



NEXT ENGINE

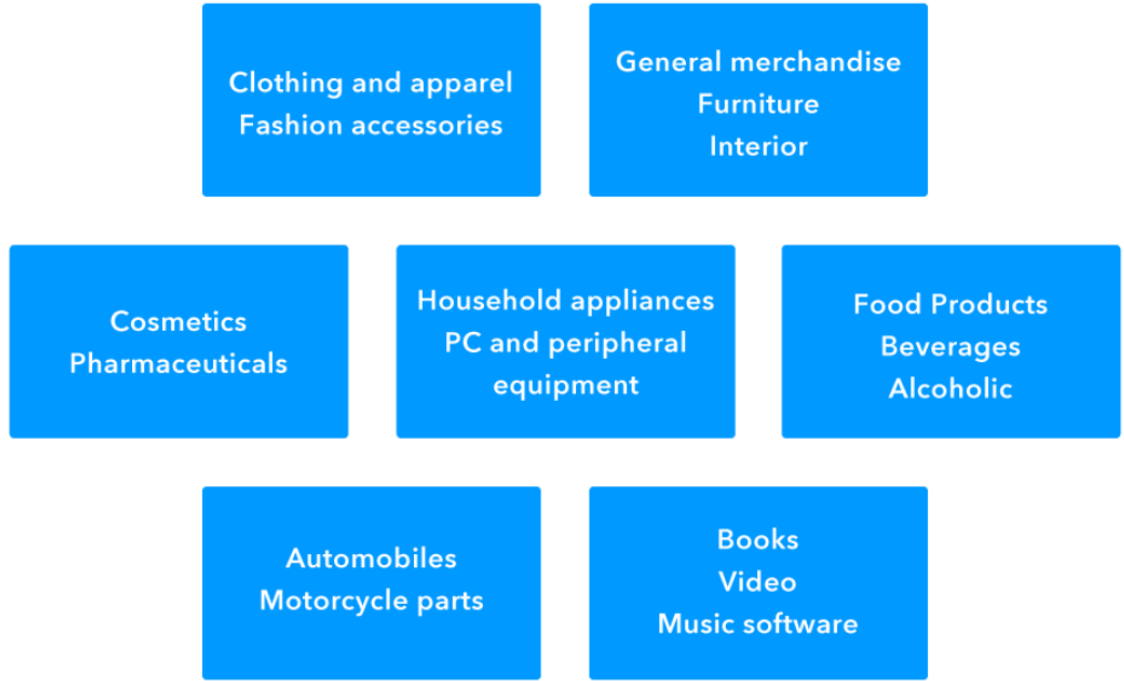
Next Engine —Main functions

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



Next Engine —Clients

- Next Engine supports clients in various categories



※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



※Partial posting



WARAI MIRAI

<http://waraimirai.com/>

Product: Suites, Fruits, Gifts



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 ※**

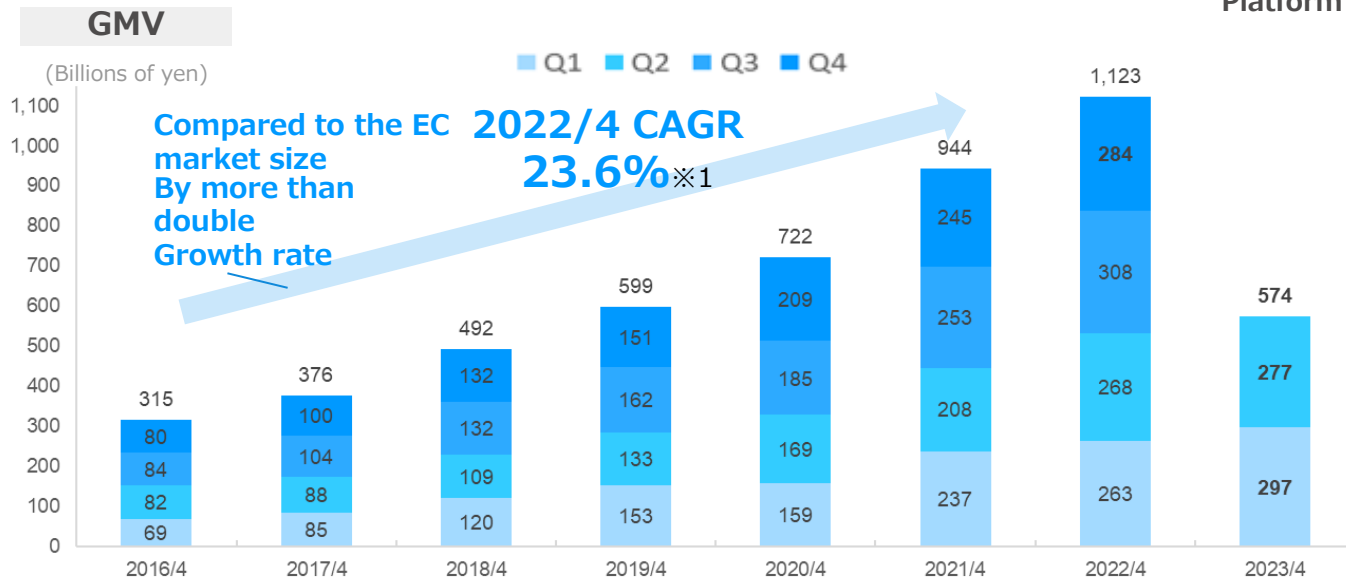
Strong trust backed by industry No.1 by continued support from EC businesses
※Base on in-house research

**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

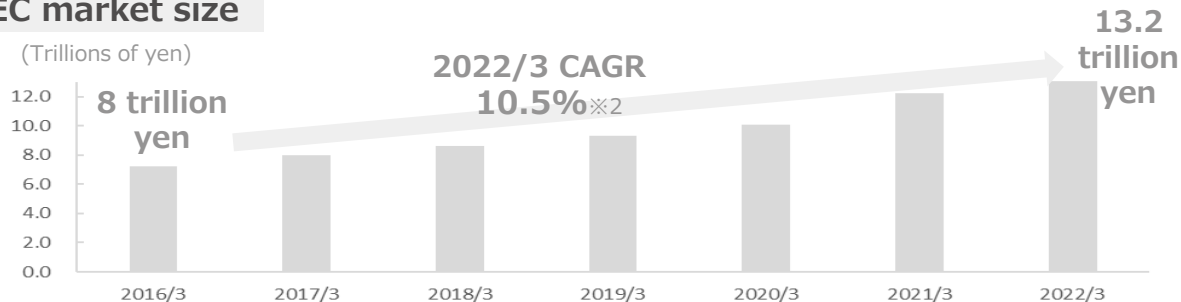
Next Engine —GMV trends

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



EC market size

(Trillions of yen)



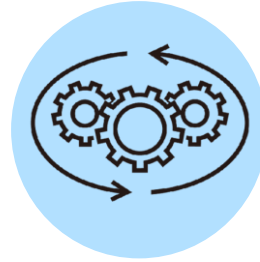
※1 Average annual growth rate. Calculated assuming FY04/16 as the first year.

※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."



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.



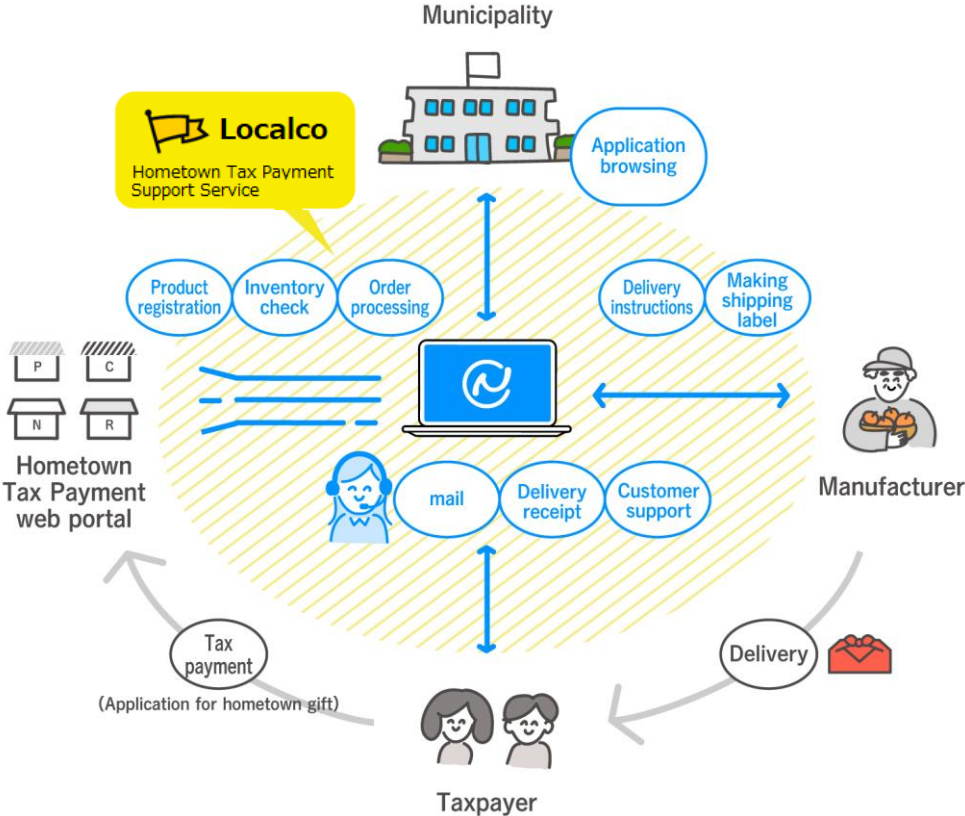
Management agency

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

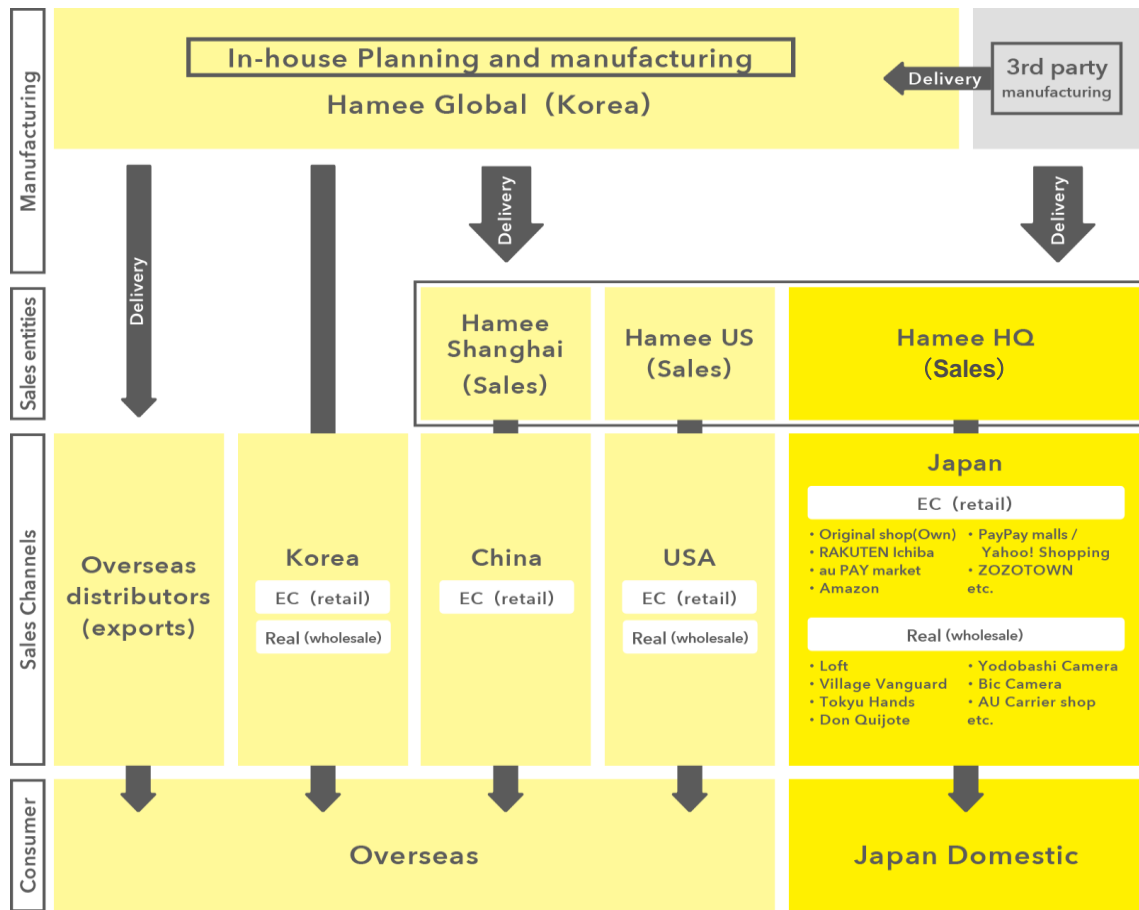
Underwrote consulting, including the selection of malls and the design of websites and pages, to businesses considering opening new EC stores in an integrated manner, from actual site production.



Commerce



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





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)

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 production

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

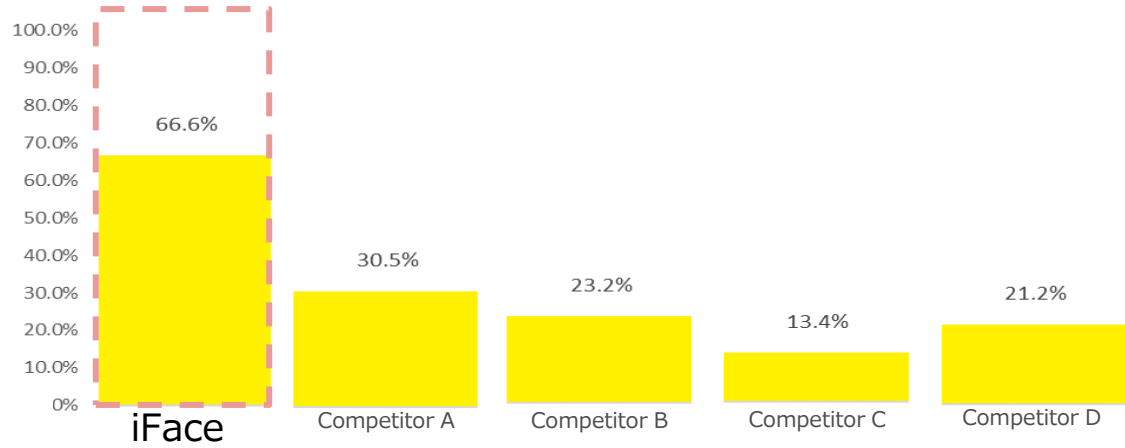
Over the past 20 years, the Domestic Commerce Business has maintained an increasing trend in sales.

iFace —Recognition

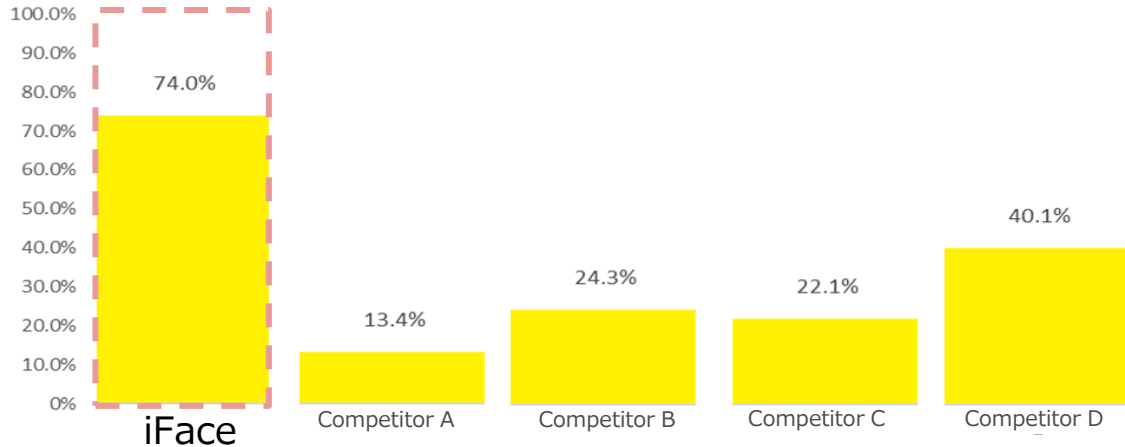
Overwhelming recognition among women in their late teens and early 20s compared to other companies' brands

※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)



High designability + Series expansion + Peripheral accessories 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.

- **Hang and**

A new product that comes with a shoulder strap that keeps the trend in check will be released in February.

- **First Class**

Mainstay Products



- **Reflection**



- **Look in Clear**

Product development



- **Tablet Case**



Develop peripheral accessories

- **Hang and**

Product development



- **Finger Ring Holder**



- **Compact Wallet**



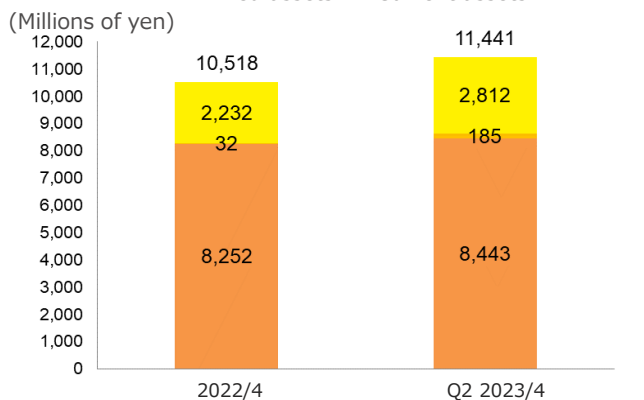
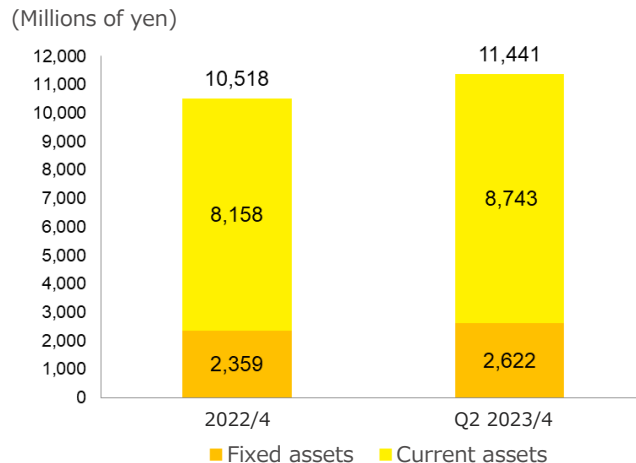
- **Grip On Silicone Case**



Reference Information

Q2 FY04/23 Consolidated Balance Sheet

Commerce



(Millions of yen)

Current assets	8,743	(+585)
■ Cash and deposits	3,468	(△557)
■ Notes and accounts receivable	1,846	(+179)
■ Merchandise	1,770	(+341)
■ Others	1,235	(+734)

Fixed assets	2,697	(+337)
■ Property, plant and equipment	1,605	(+392)
■ Intangible assets	355	(△101)
■ Investments and other assets	736	(+46)

Current liabilities	2,812	(+580)
■ Short-term loans	1,000	(+500)
■ Others	204	(+135)

Non-current liabilities	185	(+152)
■ Others	174	(+171)

Net assets	8,443	(+190)
■ Retained earnings	7,384	(+186)

Next Engine indicators

Fiscal Year	2021/4				
	Q1	Q2	Q3	Q4	Full year
Number of contracted companies	4,179	4,351	4,513	4,739	4,739
Number of stores introduced (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%
Number of orders received (million)	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	Q2
Number of contracted companies	4,949	5,093	5,236	5,417	5,417	5,560	5,598
Number of stores introduced (stores)	37,765	39,134	40,192	41,595	41,595	43,049	44,221
GMV (Billions of yen)	263	268	308	284	1,123	297	277
ARPU (yen)	36,525	35,141	37,077	35,638	36,095	35,833	34,434
Monthly churn rate	0.81%	0.95%	0.96%	0.90%	0.91%	0.80%	1.04%
Number of orders received (million)	3,543	3,335	3,909	3,738	14,525	3,924	3,587
LTV(Lifetime Value) (Yen)	4,519,089	3,702,895	3,857,032	3,939,768	4,004,696	4,493,902	3,323,480

※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)				2022/4				2023/4	
Summary of Business Figures (Accounting Period)				Q1	Q2	Q3	Q4	Q1	Q2
Net sales			Mobile Life Business	1,588	2,302	2,167	2,240	1,557	2,025
			Gaming Accessories Business	19	35	163	177	188	159
			Cosmetics Business	-	-	11	18	23	47
			New Business investment	10	10	14	21	18	18
			Toatl domestic commerce	1,626	2,356	2,364	2,465	1,798	2,257
			Global Business	302	264	721	240	543	458
			Commerce segment total	1,921	2,613	3,078	2,697	2,331	2,709
			Next Engine Business	542	535	583	579	597	580
			Consulting Business	103	114	126	118	120	148
			Localco Business	49	67	242	38	55	90
			Platform Segment Total	695	717	952	736	774	819
			Total sales	2,617	3,331	4,030	3,434	3,106	3,527

Results for each Business —Operating income

(Millions of yen)

Summary of Business Figures (Accounting Period)

				2022/4				2023/4	
				Q1	Q2	Q3	Q4	Q1	Q2
Segment Profit			Mobile Life Business	285	527	425	469	313	410
			Gaming accessories Business	△2	0	△4	6	2	7
			Cosmetics Business	△8	△16	△73	△99	△110	△138
			New Business investment	△65	△64	△56	△114	△54	△57
			Functional Departments	△21	△24	△17	△18	△26	△26
			Total domestic commerce	196	438	280	251	134	202
			Global Business(including deduction of unrealized gains, etc.)	88	330	270	44	35	15
			Commerce Segment Total	285	753	542	288	159	217
			Platform Segment Total	260	267	430	266	322	333
			Total Segment Income	546	1,021	973	554	482	550
Adjusted amount				△218	△215	△233	△226	△234	△224
Operating income				327	806	739	327	248	326

Shareholder Returns —Dividend per share

① **Linked to performance**

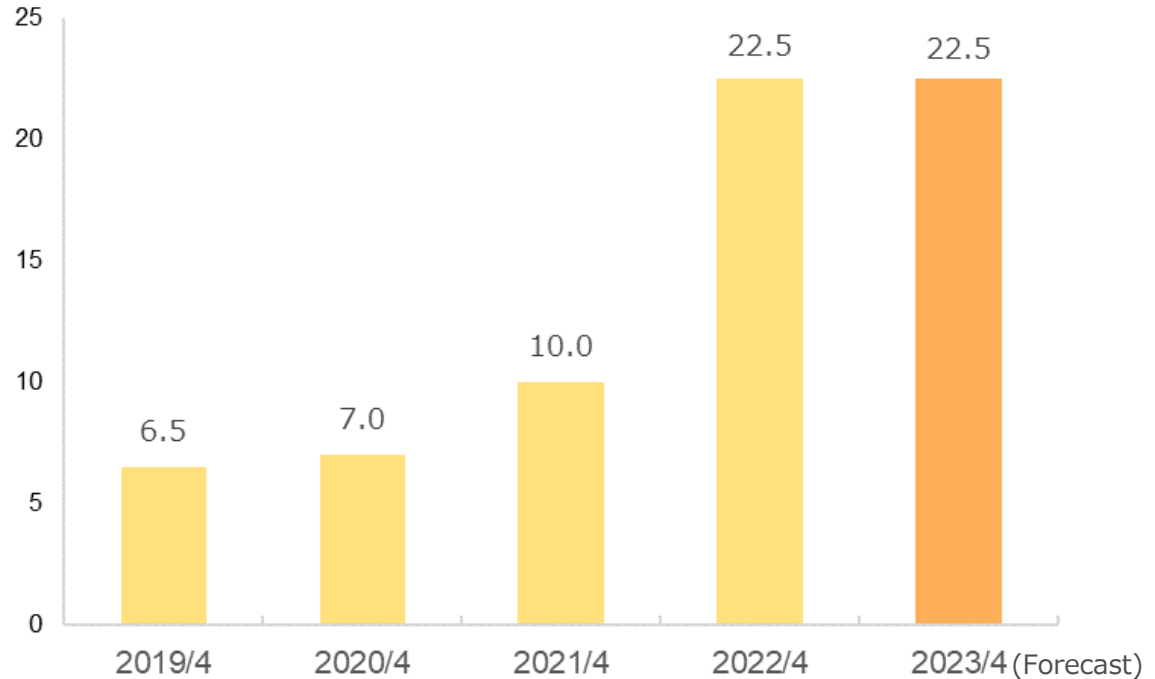
We will return profits to shareholders in accordance with profit growth. Maintain a dividend payout ratio of 20% or more

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.

Dividend amount

(Yen)



Disclaimer

- This document includes the outlook for our company, future plans, and managerial goals. These forward-looking statements are based on current assumptions regarding future events and trends, and there is no guarantee that the assumptions are correct. There is a possibility that actual results will be different from those mentioned in this document for various reasons.
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