

# Full Year 2022 Results Briefing

February 14<sup>th</sup>, 2023

AUCNET INC.

(TSE Prime Market : 3964)



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# **1. Summary of FY2022 Results**

## 2. Segment Information

## 3. Forecast of FY2023 Results

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## 5. Reference

# Full Year 2022 Consolidated Financial Results

- The operating profit increased by 12.9% year-on-year due to the contribution of the Digital Product Business and the Consumer Product Business. The result forecast after the amendment was mostly achieved.
- The impact of the “Accounting Standard for Revenue Recognition” is minor. (Please refer to the details on p.34)

(million yen)	FY2021	<b>FY2022</b>	YoY	FY2022 Forecast	Rate of Achievement
Net Sales	36,710	<b>40,455</b>	-	40,270	100.5%
Operating profit	5,846	<b>6,601</b>	+12.9%	6,480	101.9%
Operating profit margin	15.9%	<b>16.3%</b>	+0.4pt	16.1%	
EBITDA	6,745	<b>7,480</b>	+10.9%	-	-
Ordinary profit	6,113	<b>6,699</b>	+9.6%	6,743	99.4%
Profit attributable to owners of parent	3,625	<b>4,346</b>	+19.9%	4,288	101.3%
Basic earnings per share	130.56 Yen	<b>159.48 Yen</b>	+28.92 Yen	155.07 Yen	102.8%
Dividend per share	40.00 Yen	<b>48.00 Yen</b>	+8.00 Yen	48.00 Yen	-
Dividend payout ratio	30.6%	<b>30.1%</b>	△0.5pt	31.0%	-

※ The "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) and others have been applied from the beginning of the fiscal year ending December 31, 2022, and the figures for the fiscal year ending December 31, 2022 are after the application of these accounting standards. Therefore, the rate of increase/decrease from the same period of the previous year is not stated. The same applies to the rate of increase/decrease from the same period of the previous year on the following pages.

# FY2022 4Q Highlights (Non-cumulative 3 Month Results)

## Net Sales

9,969million yen

YoY -%

## Operating Profit

1,279million yen

YoY **+21.9%**

## Ordinary Profit

1,152million yen

YoY **+4.8%**

## Profit Attributable to Owner of Parent

877million yen

YoY **+52.4%**

### Automobile Business

Net Sales 2,841 million yen(-%)

Segment Income 843 million yen (+2.3%)

- The profit increased as a result of recovery with the number of vehicles bought in the proxy bidding service and the increased number of vehicles inspected in the vehicle inspection service.
- The profit declined due to a decrease in the number of vehicles listed and sold at Aucnet-hosted auctions and the shared inventory.

### Digital Product Business

Net Sales 1,644 million yen (-%)

Segment Income 996 million yen (+24.5%)

- The number of sales units decreased year-on-year.
- Profit growth was driven by vitalized auctions due to an increase in the number of members and the yen's depreciation trend since the beginning of the year.

### Consumer Product Business

Net Sales 4,510 million yen (-%)

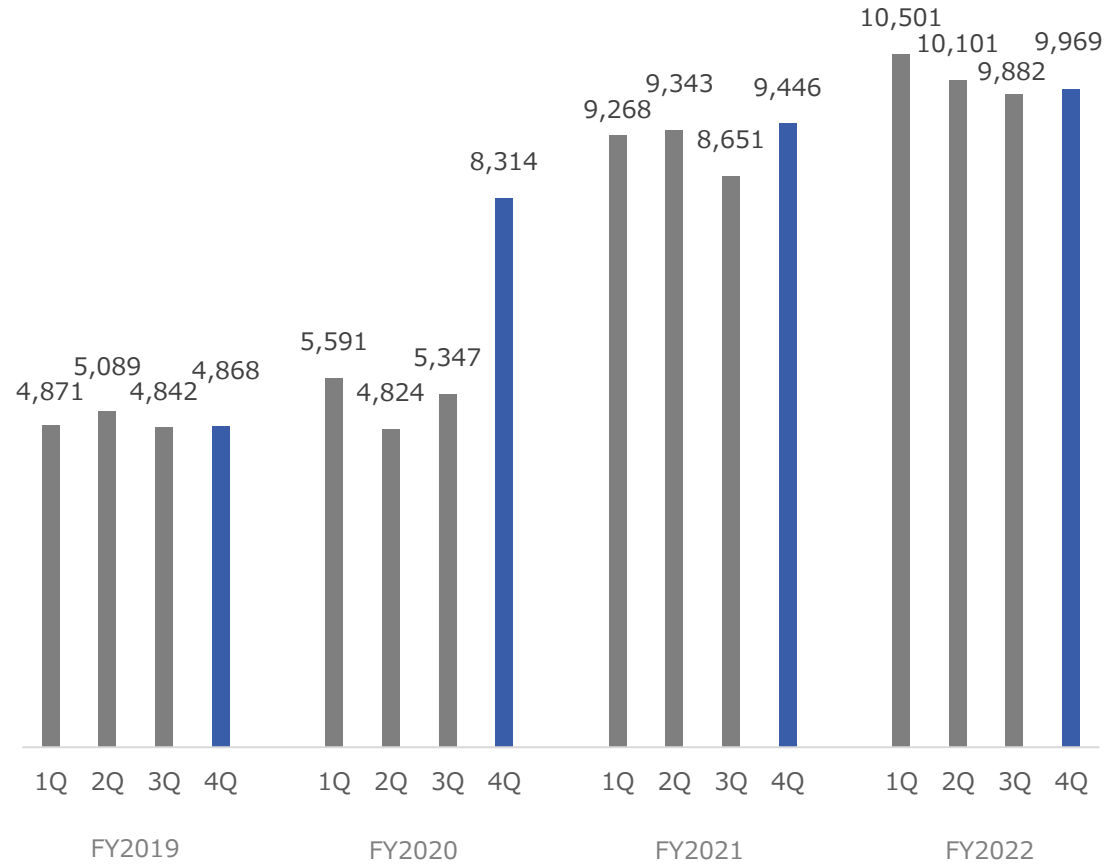
Segment Income 397 million yen (+8.2%)

- In the B2B business, auction related revenue increased due to the increased number of items listed led by the continuous listing promotion measures and the increased number of items bought from overseas.
- In the business targeting consumers, the profit increased due to greater focus on key items for purchase and the appropriate purchase and sales control.

# FY2019~FY2022 Consolidated Financial Results by Quarter

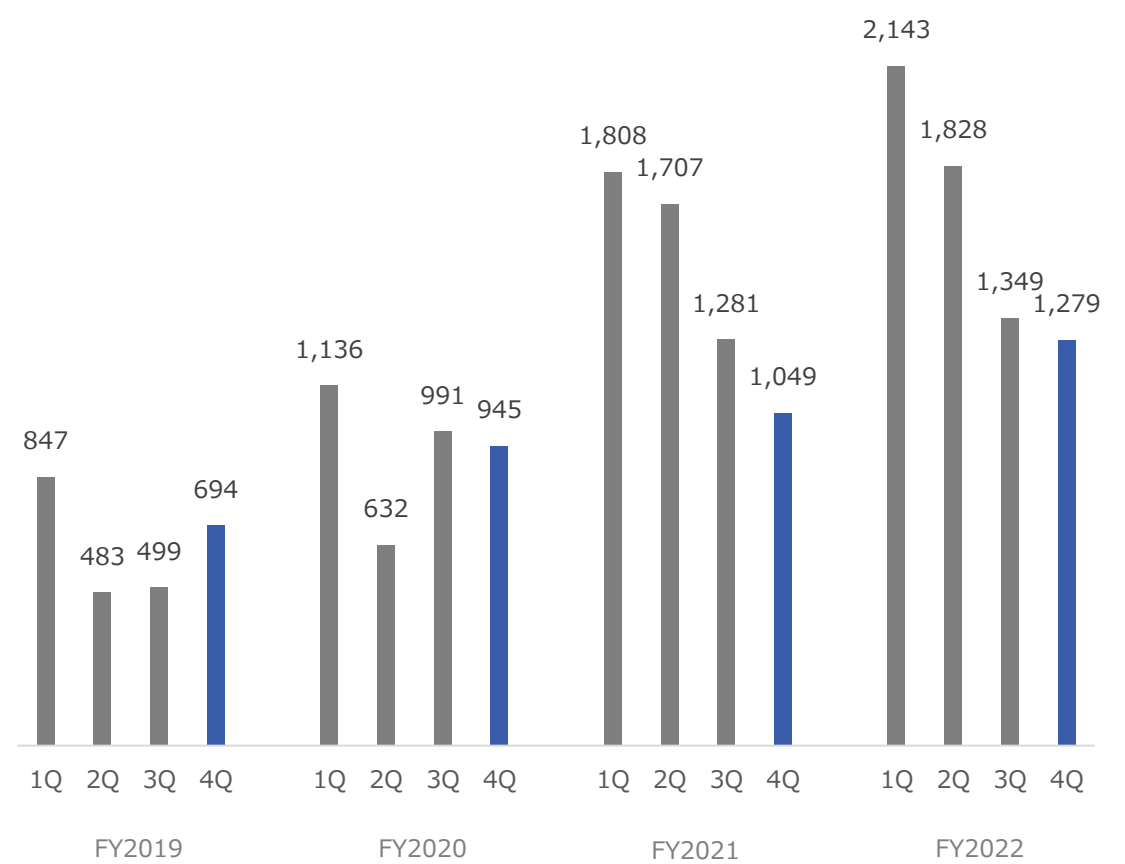
## Net Sales

(million yen)



## Operating Profit

(million yen)



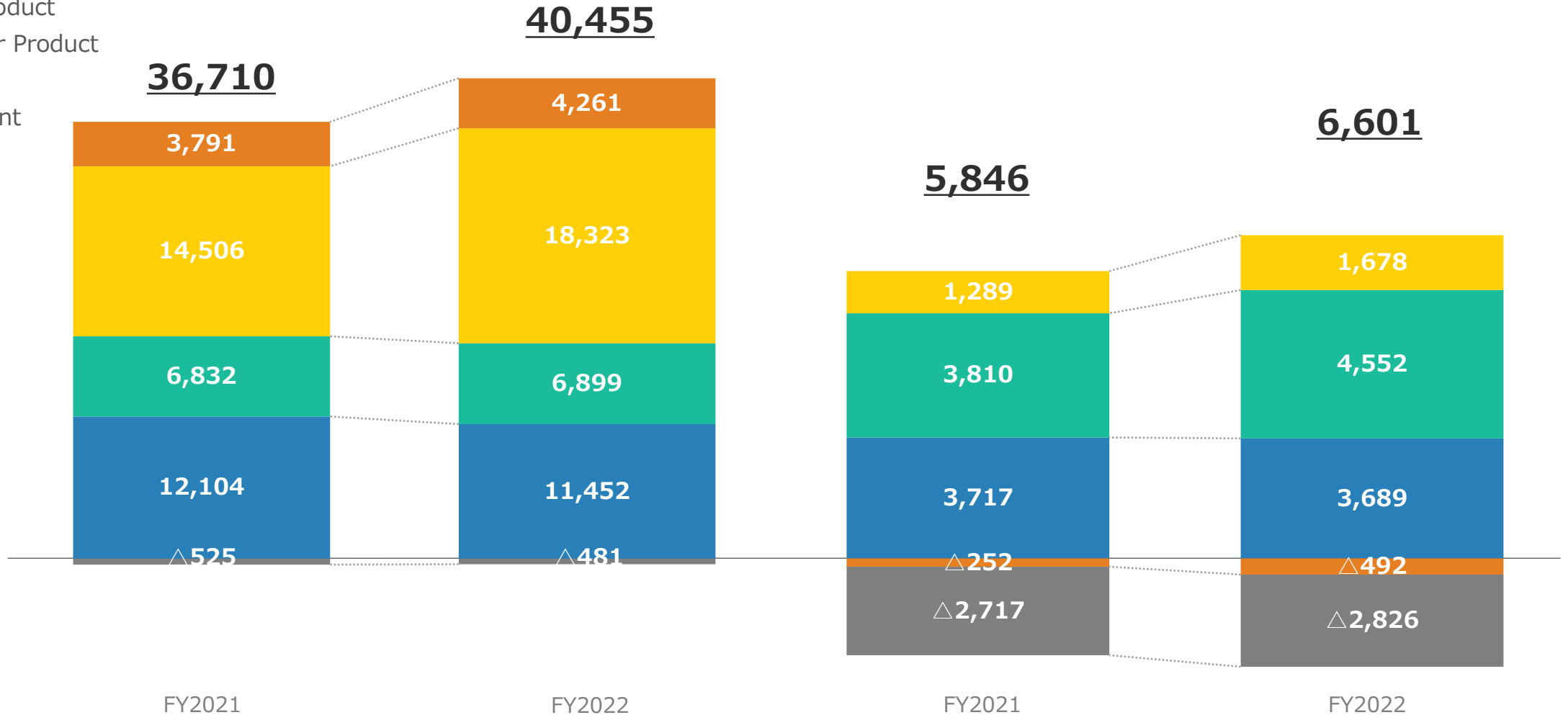
# FY2022 Segment Increase/Decrease

- Automobile
- Digital Product
- Consumer Product
- Others
- Adjustment

## Net Sales

## Operating Profit

(million yen)



# FY2022 Transaction Amount by Segment



Transaction Amount **503,198** million yen (YoY +12.4%)

## Automobile

**388,398** million yen  
(YoY +13.0%)



## Digital Product

**44,765** million yen  
(YoY +4.6%)



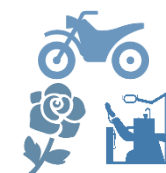
## Consumer Product

**49,259** million yen  
(YoY +19.4%)



## Others

**20,774** million yen  
(YoY +4.3%)



※ Used motorcycle, flower and medical-related businesses etc.  
※ Transaction amount of GRAND BOUQUET OTAKI LIMITED from 4Q in 2021 has been consolidated for the flower business.

※Transaction Amount: Total value of the products distributed through the services provided by AUCNET INC. in each business



1. Summary of FY2022 Results

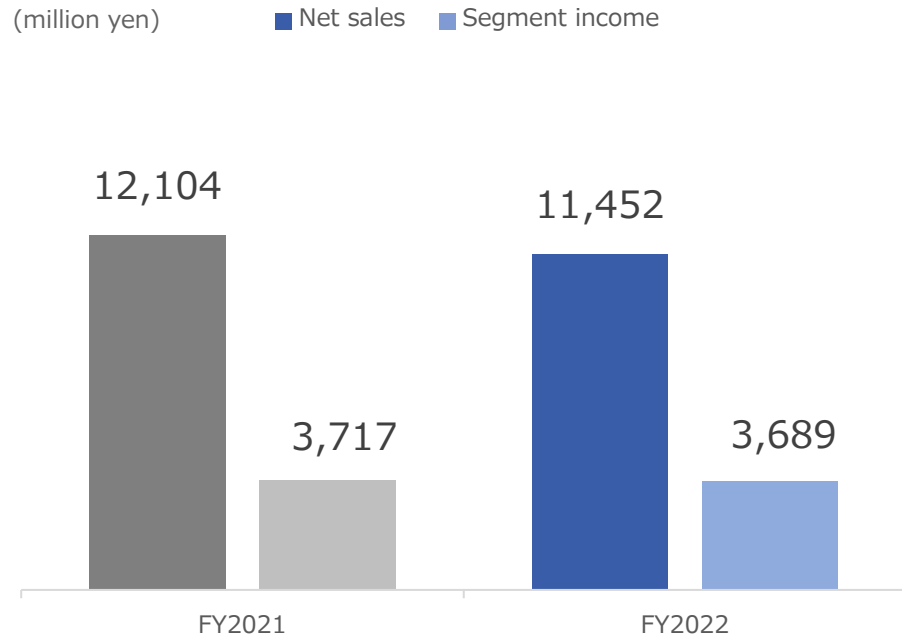
**2. Segment Information**

3. Forecast of FY2023 Results

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5. Reference

- Both sales and profit decreased year-on-year. (Net Sales -%, Segment Income  $\Delta$ 0.8%)
- The proxy bidding service's profit increased as the number of vehicles bought recovered from June in addition to the continuous increase in the number of members, and the used vehicle inspection service's profit also increased due to an increase in the number of vehicles inspected for a used vehicle listing platform.
- On the other hand, the number of vehicles listed and sold at Aucnet-hosted auctions and the shared inventory was sluggish, resulting in a decrease in overall segment income.



## Net Sales Composition ※

(million yen)	FY2021	FY2022	YoY
Auction related revenues	8,546	7,720	-
Product sales related revenues	296	345	-
Other	3,126	3,249	-
Inter-segment net sales or transfers	134	137	-
<b>Net Sales</b>	<b>12,104</b>	<b>11,452</b>	-

※Sales composition classifications have been revised in accordance with the detailed disclosure of segment sales composition. The sales composition in 2021 has not been quarterly reviewed by Grant Thornton Taiyo LLC.

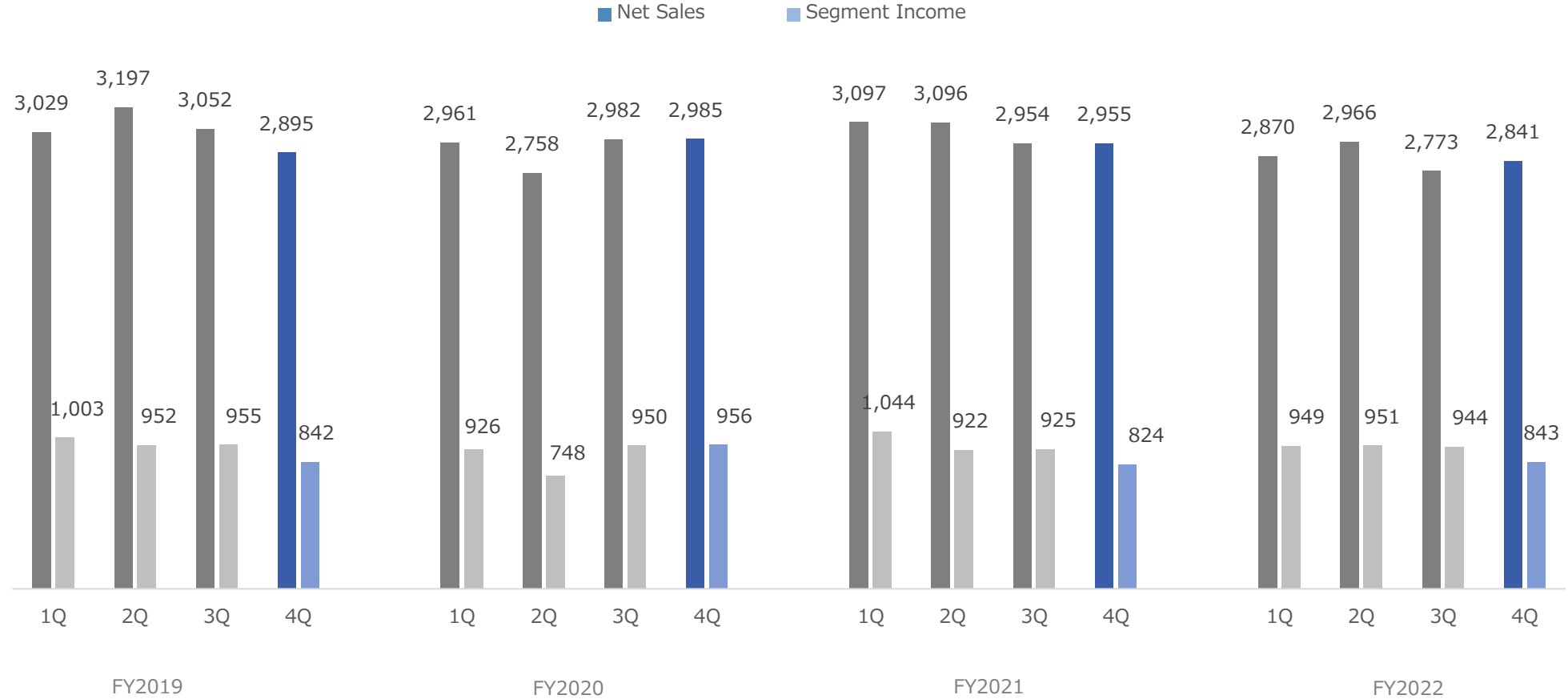
## KPI

			FY2021	FY2022	YoY
Auction related	Transaction amount	(million yen)	343,758	388,398	+13.0%
	Total vehicles sold/bought	(unit)	447,172	435,443	$\Delta$ 2.6%
Membership fee	Number of members	(member)	14,605	14,949	+2.4%
Inspection fee	Vehicles inspected	(unit)	1,042,250	1,086,022	+4.2%

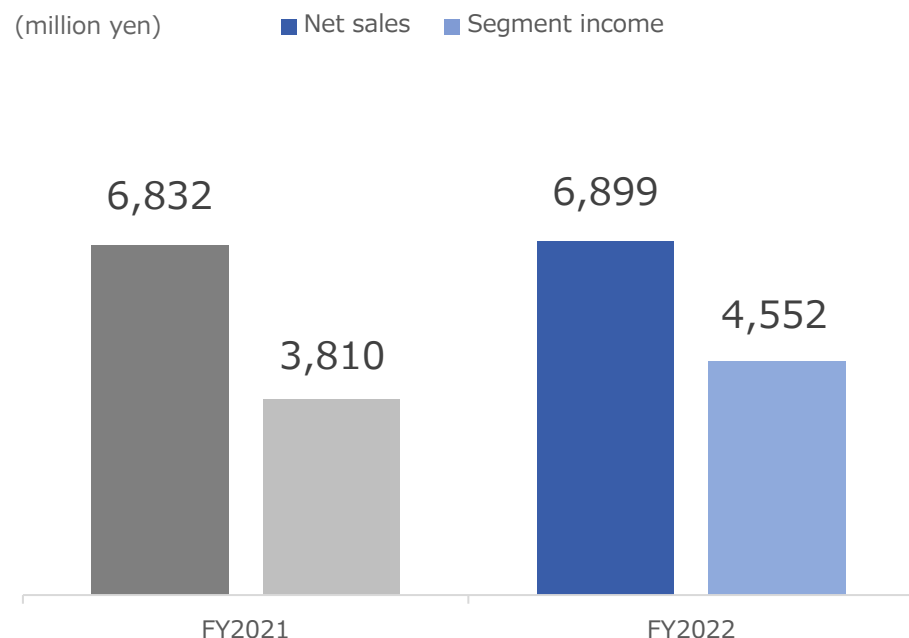
※ Includes used motorcycles inspections

# FY2019~FY2022 Results by Quarter

(million yen)



- Both sales and profit increased year-on-year. (Net Sales -%, Segment Income +19.5%)
- The number of new buyers greatly exceeded that of the previous year due to digital marketing, which has been a focus throughout the year, and the weak yen trend also contributed to an increase in the transaction amount, resulting in an increase in profit.
- The profit increased even excluding the impact of the elimination of losses from the U.S. business, which was withdrawn at the end of 2021.



## Net Sales Composition ※

(million yen)	FY2021	FY2022	YoY
Auction related revenues	6,178	6,609	-
Product sales related revenues	654	290	-
Other	-	-	-
Inter-segment net sales or transfers	-	-	-
<b>Net Sales</b>	<b>6,832</b>	<b>6,899</b>	-

※Sales composition classifications have been revised in accordance with the detailed disclosure of segment sales composition. The sales composition in 2021 has not been quarterly reviewed by Grant Thornton Taiyo LLC.

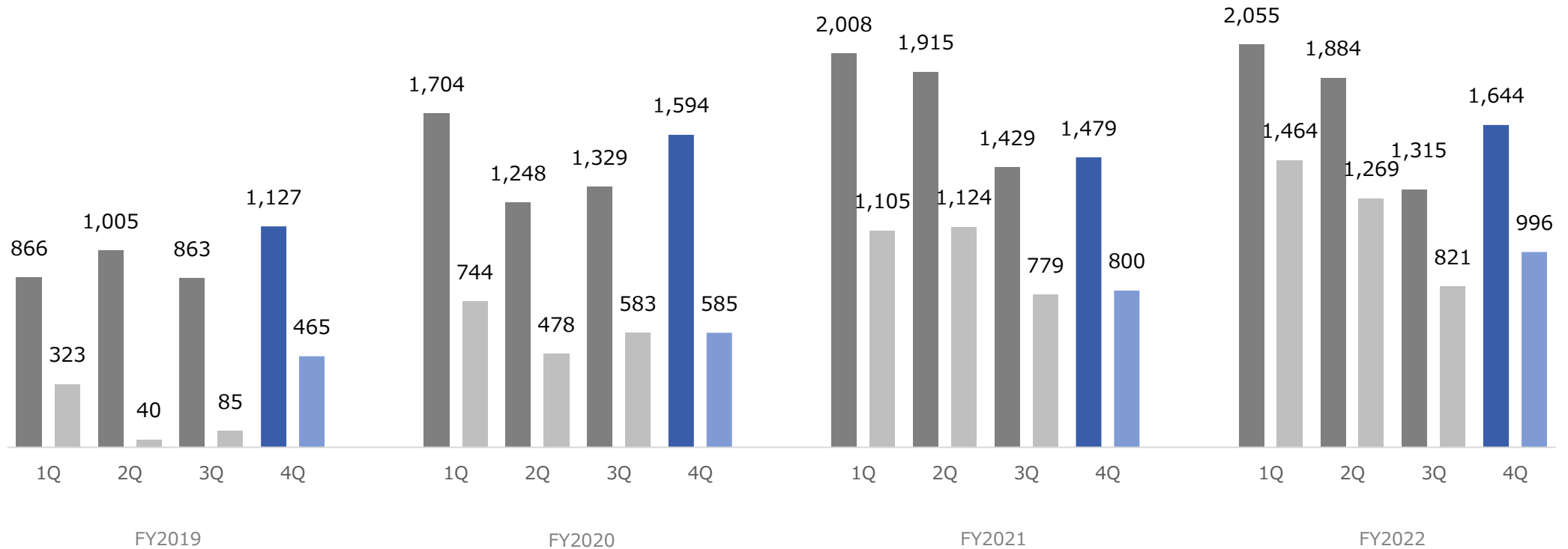
## KPI

		FY2021	FY2022	YoY
Transaction amount	(million yen)	42,812	44,765	+4.6%
Sales units	Domestic (unit)	2,296,657	1,804,551	△21.4%
	U.S. (unit)	317,593	-	-
Number of members	(member)	989	1,337	+35.2%

# FY2019~FY2022 Results by Quarter

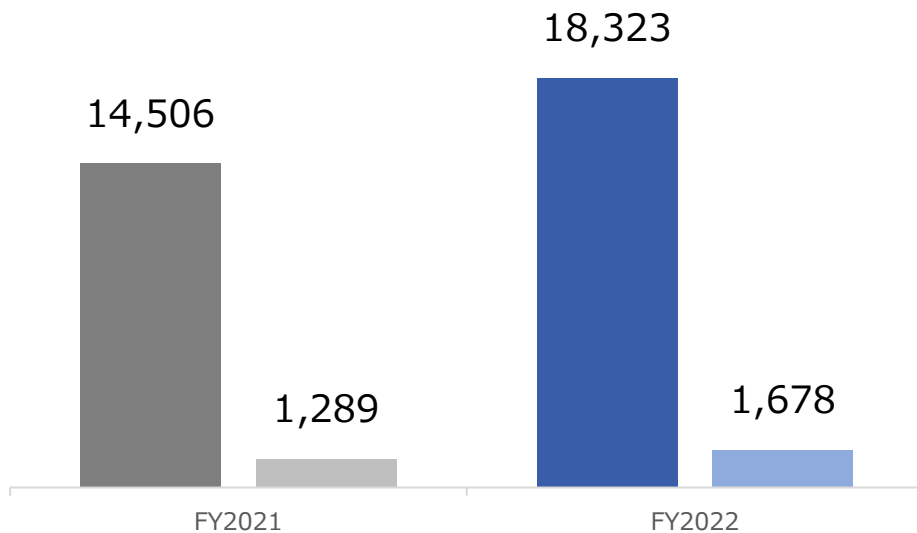
(million yen)

■ Net Sales ■ Segment Income



- Both sales and profit increased year-on-year. (Net Sales -%, Segment Income+30.2%)
- In the B2B business, the transaction amount increased due to an increase in the number of items listed as a result of ongoing promotion measures for listing at auctions. The number of buyers participating in auctions overseas remained strong and bidding was brisk, resulting in an increase in both sales and profit.
- In the business targeting consumers, the profit increased significantly as a result of gross profit margin raised due to greater focus on key items for purchase and appropriate purchase and sales control in consideration of market prices.

(million yen) ■ Net sales ■ Segment income



### Net Sales Composition ※

(million yen)	FY2021	FY2022	YoY
Auction related revenues	2,203	2,552	-
Product sales related revenues	12,281	15,746	-
Other	22	24	-
Inter-segment net sales or transfers	-	-	-
<b>Net Sales</b>	<b>14,506</b>	<b>18,323</b>	-

※Sales composition classifications have been revised in accordance with the detailed disclosure of segment sales composition. The sales composition in 2021 has not been quarterly reviewed by Grant Thornton Taiyo LLC.

### KPI

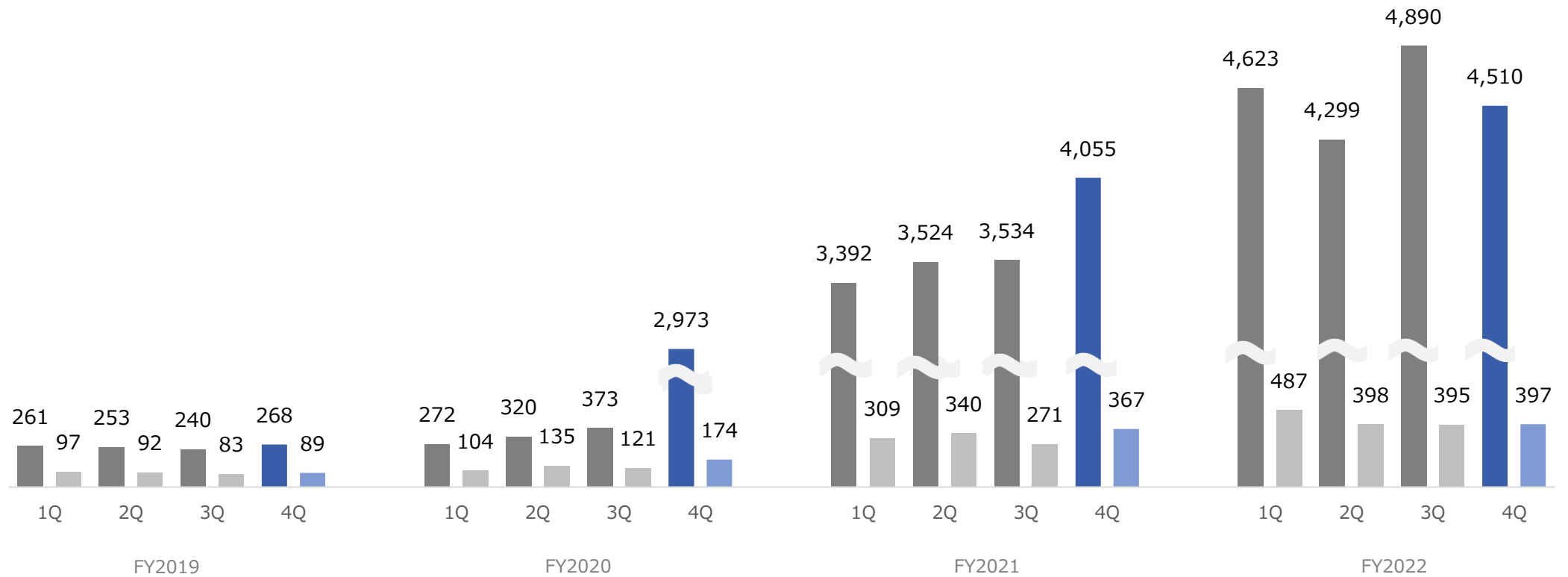
			FY2021	FY2022	YoY
B2B business	Transaction amount	(million yen)	32,443	38,471	+18.6%
	Items sold	(item)	657,599	689,968	+4.9%
	Number of members※	(member)	3,427	4,092	+19.4%
Business targeting C	Transaction amount	(million yen)	8,813	10,788	+22.4%

※The number of overseas buyers has been included in the number of members since 3Q FY2022.

# FY2019~FY2022 Results by Quarter

(million yen)

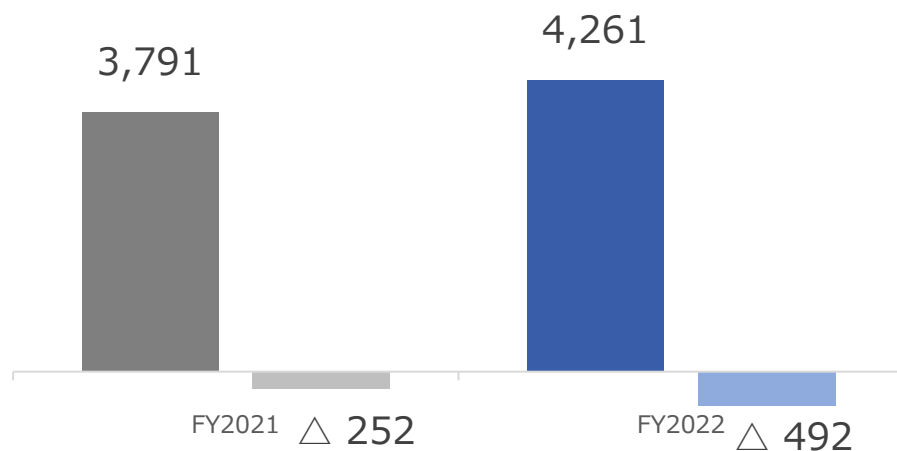
■ Net Sales ■ Segment Income



# FY2022 Cumulative Results

- The sales increased but the profit decreased year-on-year.
- In the flower business, sales increased year-on-year due to the increased transaction amount led by the higher average unit price of cut flowers and the increased number of members.
- In the used motorcycle business, the number of vehicles in operation increased in “ME:RIDE”, the short-term leasing business for individuals, because of the higher recognition from users by web-related measures and it showed a steady growth though it is still in an upfront investment phase.

(million yen) ■ Net sales ■ Segment income



## Net Sales Composition ※

(million yen)	FY2021	FY2022	YoY
Auction related revenues	1,907	<b>1,894</b>	-
Product sales related revenues	399	<b>819</b>	-
Other	1,093	<b>1,203</b>	-
Inter-segment net sales or transfers	390	<b>344</b>	-
<b>Net Sales</b>	<b>3,791</b>	<b>4,261</b>	-

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1. Summary of FY2022 Results
2. Segment Information
- 3. Forecast of FY2023 Results**
4. Progress of Mid-Term Management Plan
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# Forecast of FY2023 Consolidated Results

(million yen)	FY2022	FY2023	YoY
Net Sales	40,455	<b>43,000</b>	+6.3%
Operating profit	6,601	<b>6,300</b>	△4.6%
Operating profit margin	16.3%	<b>14.7%</b>	△1.7pt
Ordinary profit	6,699	<b>6,322</b>	△5.6%
Profit attributable to owners of parent	4,346	<b>3,945</b>	△9.2%
Basic earnings per share	159.48 yen	<b>151.10 yen</b>	△8.38 yen
Dividend per share	48.00 yen	<b>48.00 yen</b>	—
Dividend payout ratio	30.1%	<b>31.8%</b>	+1.7pt

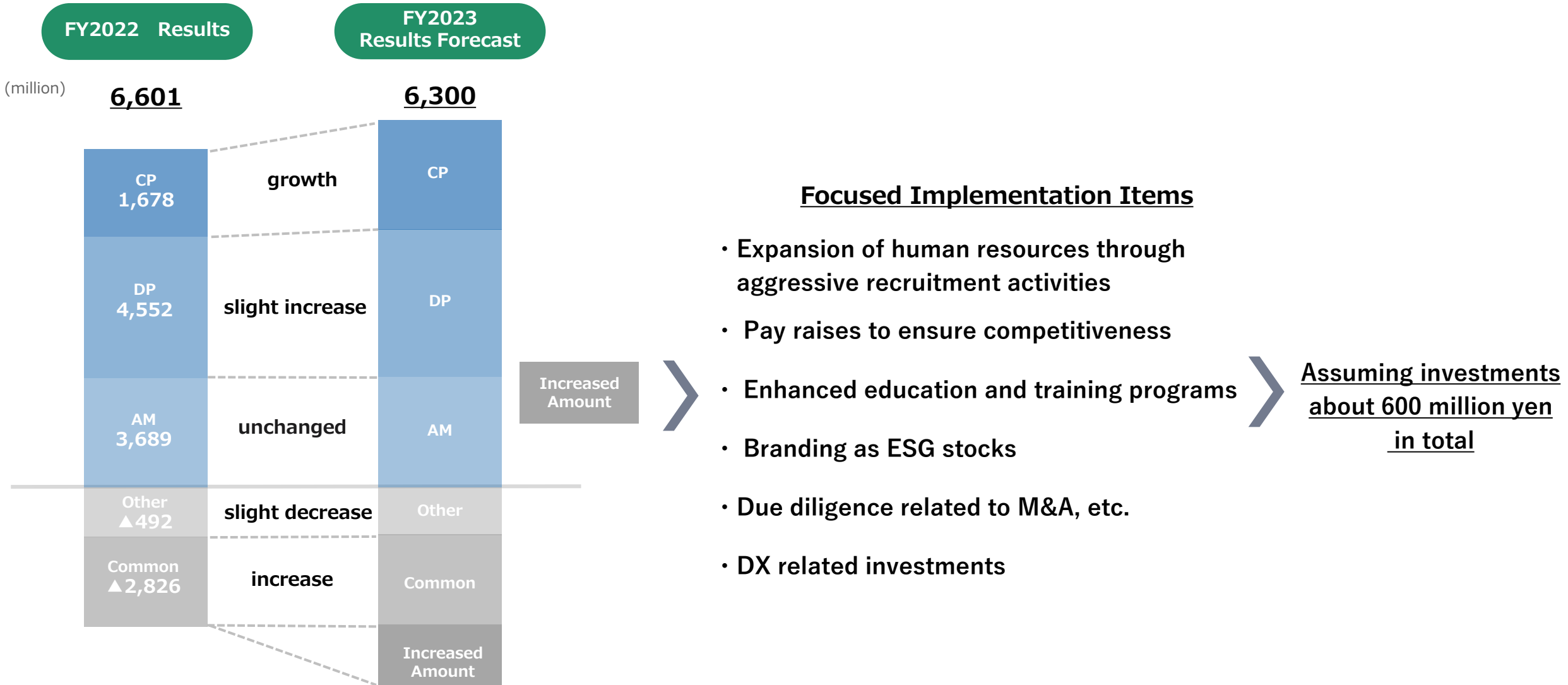
# Forecast of FY2023 Consolidated Results by Segment ( Organic Growth and Transitory Factors )

## FY2022 Results Analysis Summary

## FY2023 Results Forecast

	FY2022 Results Analysis Summary	FY2023 Results Forecast
<b>Automobile Business</b>	<p><b>summary</b> Same level as the previous year</p> <p><b>organic</b> <ul style="list-style-type: none"> <li>• The proxy bidding service and the used vehicle inspection service remained strong.</li> </ul> </p> <p><b>transitory</b> <ul style="list-style-type: none"> <li>↗ Due to the international situation and other factors, bids by exporter members increased.</li> <li>↓ Ongoing shortage of used vehicles due to semiconductor shortage</li> </ul> </p>	<p><b>summary</b> Assumed to remain unchanged</p> <ul style="list-style-type: none"> <li>• Assumed that the impact of the semiconductor shortage will gradually dissipate and the number of vehicles listed and sold in used vehicle auctions will recover.</li> <li>• Aiming for stable revenues through live-linked auctions and vehicle inspection service , as well as comprehensive business alliances with major companies, etc.</li> </ul>
<b>Digital Product Business</b>	<p><b>summary</b> Significant growth</p> <p><b>organic</b> <ul style="list-style-type: none"> <li>• Auction activity due to expansion of buyer network resulting in increased profit margin.</li> </ul> </p> <p><b>transitory</b> <ul style="list-style-type: none"> <li>↑ Tailwind from the weak yen trend that has continued since the beginning of the year</li> <li>↓ Decreased unit sales of used digital devices due to the impact of new model iPhone sales, etc.</li> </ul> </p>	<p><b>summary</b> Assumed to be a slight increase</p> <ul style="list-style-type: none"> <li>• Decline in sales units of used devices in the previous year is expected to bottom out.</li> <li>• Aiming for sustainable growth by continuing to focus on expanding the buyer network and diversifying suppliers and handling items</li> </ul>
<b>Consumer Product Business</b>	<p><b>summary</b> Significant growth</p> <p><b>organic</b> <ul style="list-style-type: none"> <li>• B2B Increase in the number of items listed and sold through expanded buyer network, and maintaining high unit prices</li> <li>• B2C Improvement of profit margin by focusing on items for purchase and inventory control</li> </ul> </p> <p><b>transitory</b> <ul style="list-style-type: none"> <li>↗ Tailwind from the weak yen trend that has continued since the beginning of the year</li> <li>↘ Low inbound demand due to the impact of COVID-19</li> </ul> </p>	<p><b>summary</b> Assumed to remain steady</p> <ul style="list-style-type: none"> <li>• B2B Aiming for further vitalization of auctions by establishing bases in North America and Europe to strengthen overseas sales network.</li> <li>• B2C Aiming for growth by opening new stores and strengthening non face-to-face purchases, expanding EC platform and synergies with the B2B business</li> </ul>
<b>Others</b>	<ul style="list-style-type: none"> <li>• Development of "Selloop" secondary distribution support service for primary distribution companies</li> <li>• Increase in transaction amount due to the increased number of members and higher unit price of cut flowers in the flower business</li> <li>• Increase in the number of vehicles in operation and owned in "ME:RIDE" in the used motorcycle business</li> </ul>	<ul style="list-style-type: none"> <li>• Aiming for development and monetization in various fields in "Selloop"</li> <li>• Pursuing further synergies with Kinuta Flower Auction and Grand Bouquet Otaki in the flower business</li> <li>• Increase in the number of vehicles in operation and owned in "ME:RIDE", and development of electric business motorcycle leasing and maintenance business in the used motorcycle business</li> <li>• Removal of deficit due to withdrawal from "Carseru" business</li> </ul>
<b>Common</b>	<ul style="list-style-type: none"> <li>• Expansion of human resources through aggressive recruitment activities and pay raises to ensure competitiveness for further growth</li> <li>• Investment of management resources in new businesses and R&amp;D for the future in order to respond to changes in the market environment and to make them future earnings pillars.</li> <li>• Focus on PR and IR for branding as ESG stocks</li> </ul>	<p>(Please refer to the next page)</p>

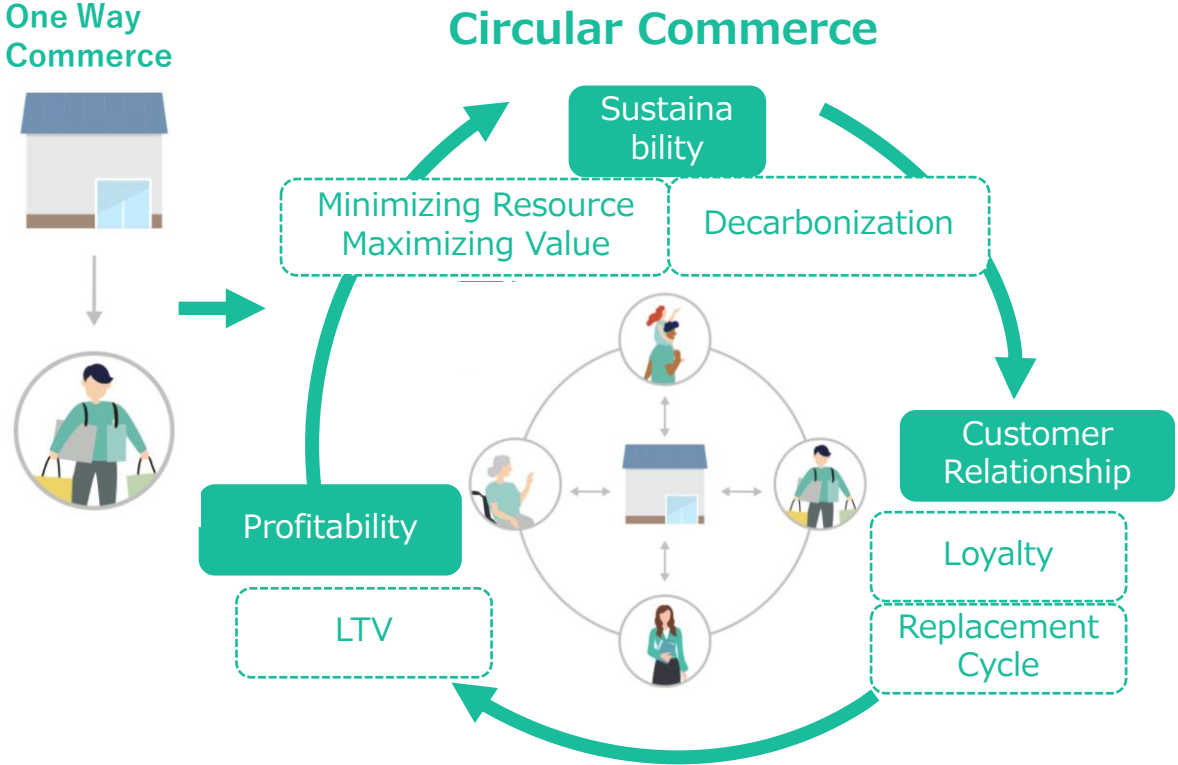
# Forecast of FY2023 Consolidated Results    Operating Profit    Increase/Decrease



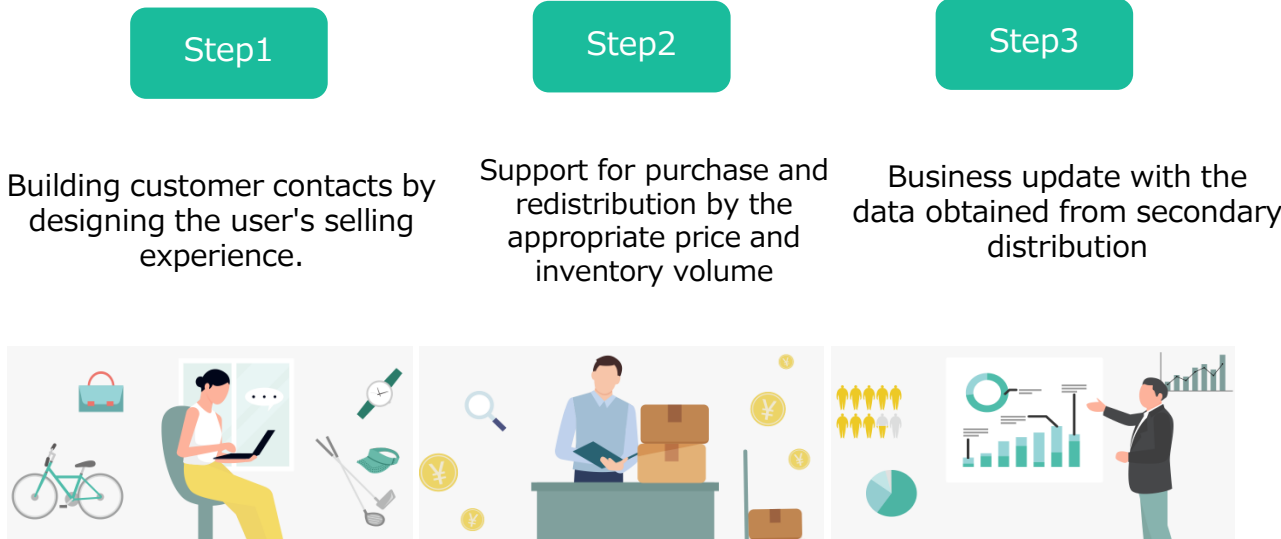
# News & Announcement    Circular Commerce Business Division

- The Circular Commerce Business Division was newly established on January 1, 2023.
- We will develop our business in this area in earnest in order to contribute to solving distribution issues faced by various industries by realizing a circular information distribution system that transcends the boundaries between primary and secondary distribution.

## What is "Circular Commerce"



## Steps to Establish a Circular Distribution System



Supporting sustainability initiatives and branding in various industries while raising the needs and awareness of customers for environmental contributions.

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- 4. Progress of Mid-Term Management Plan**
5. Reference

# Goals and Direction toward 2025

A company that solves distribution issues with the power of information and is chosen and appreciated by customers around the world as an SDGs-focused company.

**Accelerate sustainable growth based on stable business foundations and further expand the management base for the next stage**

## SDGs

### Building Circular Distribution “Circulation Engine.”

Circulate valuable goods to people who need them in various business fields together with our partners around the world

### Respect for Diversity

Be a fair, safe and comfortable company for everyone to work for

## Significant Management Metrics

**GCV** ..... 1 trillion yen

**EBITDA** ..... 10 billion yen

**ROE** ..... 20%

**Dividend Payout Ratio** ..... 30%

※EBITDA=Operating Profit+ Depreciation + Amortization of Goodwill

# Financial and Investment Policies

Aiming to achieve growth through aggressive investments and increase corporate value while ensuring financial soundness

## Ensuring financial soundness

**Current ratio** more than **200%**

FY2020 241.9%

FY2021 271.9%

**Equity capital ratio** more than **50%**

FY2020 58.1%

FY2021 60.6%

## Promoting investments for growth

**Investment regarding M&A** 10 billion yen

### Selection Policy for Investing Businesses

- Synergies with existing businesses
- Same business area for business expansion
- Different industry for business area expansion

## Cash allocation

**Cash and cash equivalents**  
approx. 20 billion yen  
(FY2021)

+

**Generation of operating cash flow in every term**

Working capital, etc.  
approx. 5~10 billion yen

**Investment regarding M&A**  
approx. 10 billion yen

**Shareholder returns and others**

## Increasing sustainable corporate value

**EPS** 200 yen

FY2020 68.56 yen

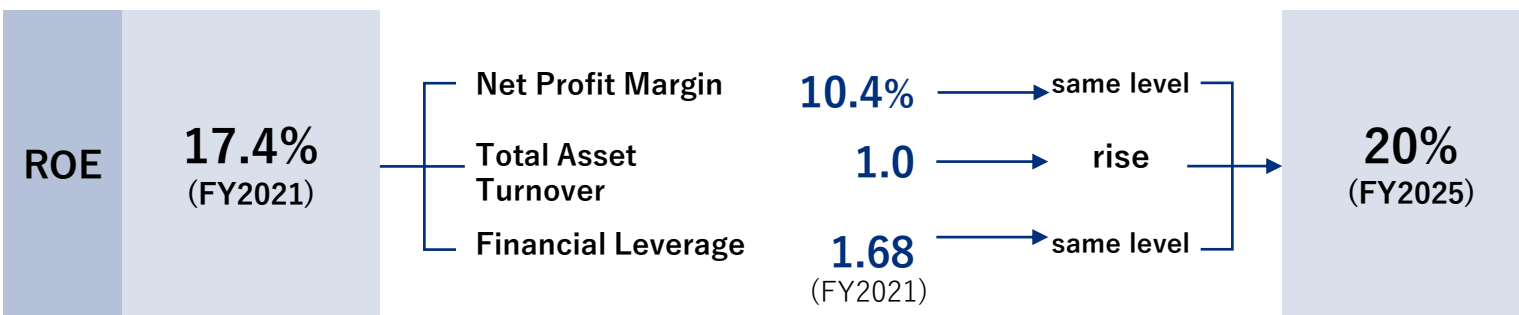
FY2021 130.56 yen

**ROE** 20%

FY2020 10.1%

FY2021 17.4%

## ROE structure





# Blue Print 2025 Overall Progress

## Significant Management Metrics

	FY2021	FY2022	FY2025 (Blue Print 2025)	Progress	
GCV	493 billion yen	542 billion yen※	1 trillion yen	○	Steady
EBITDA	6.7 billion yen	7.4 billion yen	10 billion yen	○	Steady
ROE	17.4%	19.4%	20%	○	Steady
Dividend Payout Ratio	30.6%	30.1%	30%	◎	Achieved

## Financial Indicators

	FY2021	FY2022	FY2025 (Blue Print 2025)	Progress	
Current Ratio	271.9%	268.7%	200% or more	◎	Achieved
Equity Ratio	60.6%	60.3%	50% or more	◎	Achieved
EPS	130.56 yen	159.48 yen	200 yen	○	Steady

※The GCV figures for 2022 are provisional and the official figures will be disclosed in 2023.

# Blue Print 2025 Overall Progress

## Promoting investments for growth

Investment regarding M&A 10 billion yen

### Selection Policy for Investing Businesses

- Synergies with existing businesses
- Same business area for business expansion
- Different industry for business area expansion



## FY2022 M&A Results 0 case

- The budget and the selection policy for investing businesses have not been changed.
- The number of cases considered was highest in FY2022, however, M&As were not implemented.
- Continue to focus on selecting M&A candidates

## Implementation of capital policy, etc.

Period	Item	Class of shares	Number of shares	Amount
Feb-Apr 2022	Acquisition of treasury shares	Common Stock	300,000 shares	475,207 thousand yen
Aug-Sep 2022	Share repurchase and self tender offer	Common Stock	1,500,000 shares	2,661,000 thousand yen
Nov 2022	Cancellation of treasury shares	Common Stock	1,500,000 shares	

We will continue to consider and promote appropriate capital policies in a timely manner, taking into account the balance between investment for growth and the improvement effect of capital efficiency.

Design a "Resale Market" for digital devices on a "Global" basis.



# Progress of the Digital Product Business

To be the most trusted and supported circular supply chain service provider in the world



## Further expansion of global buyer network and strengthening support system

The number of members increased by 35.2% year-on-year by strengthening digital marketing.

Quick establishment of an office in Dubai for smooth business operations



## New auction system applying economic findings

New auctions are in a test phase for the first half of 2023 and scheduled to be introduced in the second half of the year.

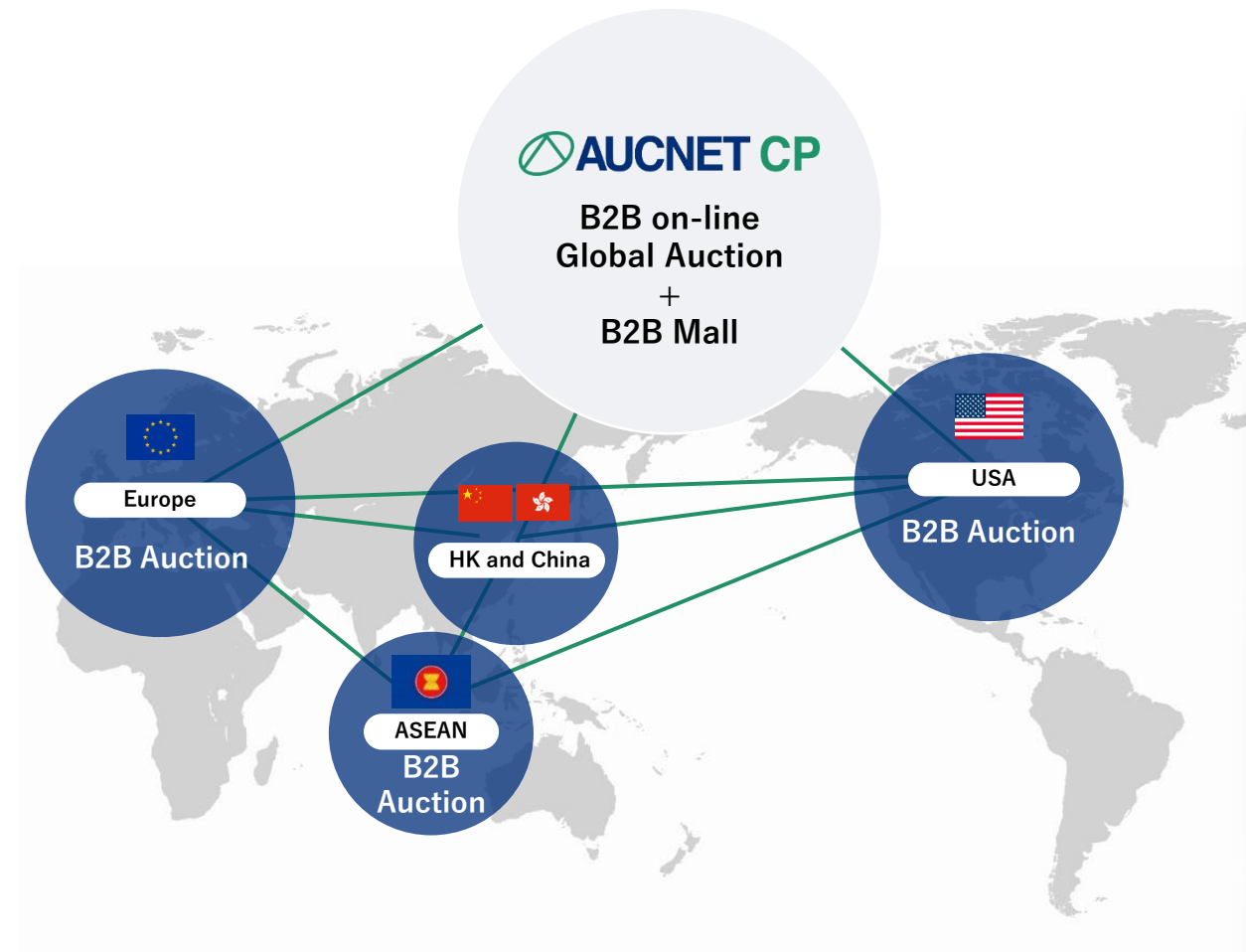
We are also seeking to develop new distribution channels.



## Strengthening global sourcing

Provide innovative platforms and new value-added services to diverse business partners aiming to maximize sourcing in a stable manner

## Global-to-Global distribution through expansion of overseas platforms



### STEP

#### 01 Establishment of bases in Europe and the U.S.

- Europe :** Establishing a new office in Europe, a market with high potential for resale fashion, where the number of members has been increasing in recent years.
- U.S. :** Proceeding with business building in the U.S., which had been interrupted by COVID-19.

#### 02 Expansion of membership by strengthening sales office functions

- Using marketing to attract and expand new members by developing potential new customers.

#### 03 Establishment of a local distribution system by adding operational functions

- Building a system for efficient circulation of items by adding local sales, customer support, logistics, and settlement functions.

#### 04 Global-to-Global Distribution

- Aiming to further expand the member network by eliminating time and distance restrictions and achieving Global-to-Global distribution.

# Progress of the Consumer Product Business

## Global to Global Distribution by expansion of overseas platform

### STEP

#### 01

#### Establishment of bases in Europe and the U.S.

- Europe :** Establishing a new office in Europe, a market with high potential for resale fashion, where the number of members has been increasing in recent years.
- U.S. :** Proceeding with business building in the U.S., which had been interrupted by COVID-19.

#### Establishment of new offices Steady progress in building a system

- Establishment of offices in both Europe and the U.S. has been completed, and preparations are underway to provide support to members and develop new customers.
- The number of members in Europe and the U.S. is increasing year after year, and auction bids are vigorous.

Further increase in the number of members and activation of the auction market are expected by strengthening the sales office function.

#### 02

#### Expansion of membership by strengthening sales office functions

- Using marketing to attract and expand new members by developing potential new customers.

#### Number of members in Europe and U.S. in 2022

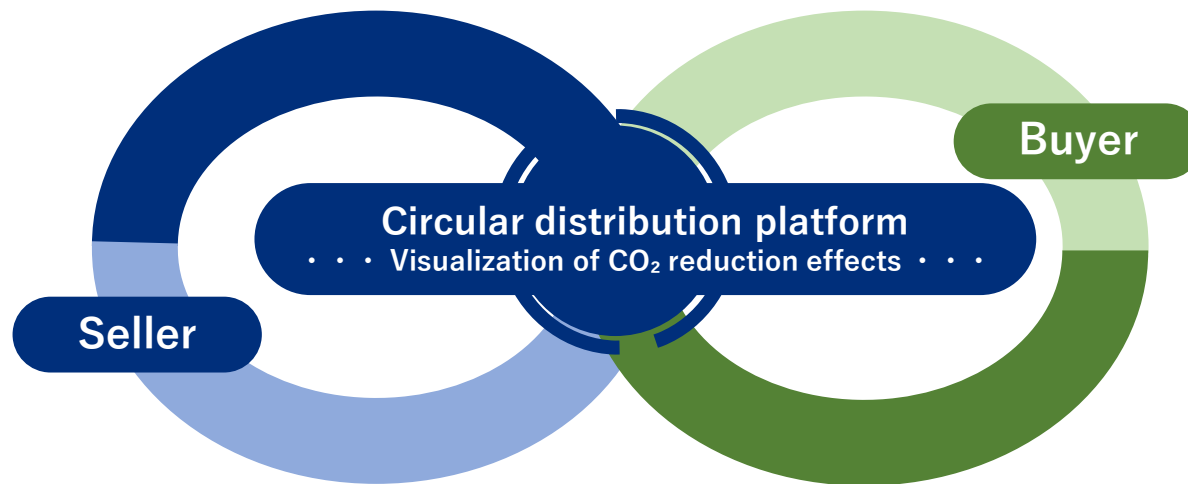




Re-creation of a circular distribution platform that grows together with our member companies.

Establishing sustainable used vehicle distribution that maximize the advantages of online distribution.

Establishing a new eco-system with partner strategies



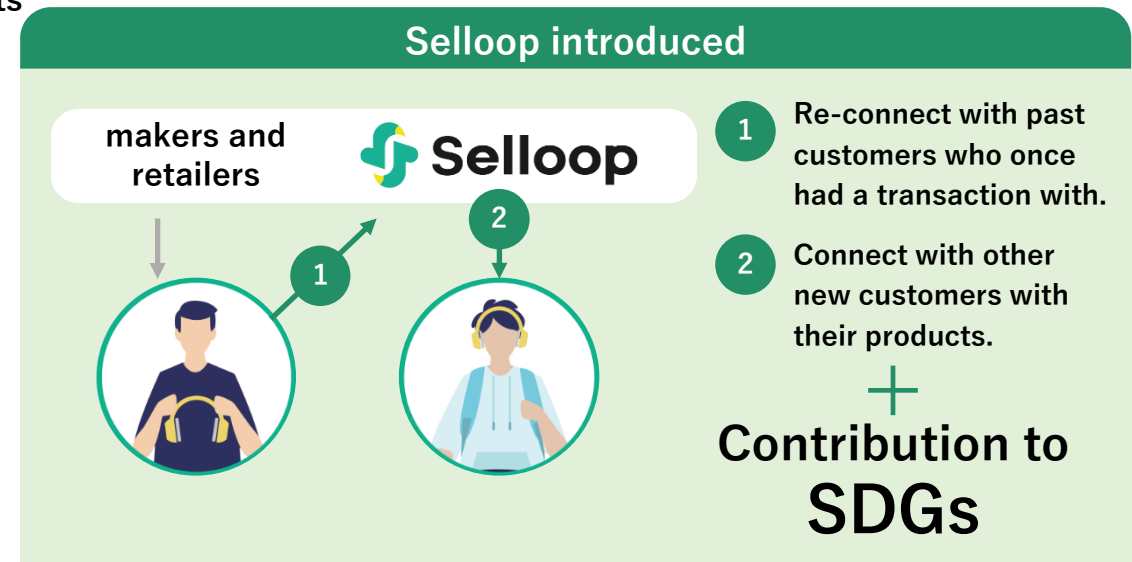
Establishing a new membership network by deepen customer success and value chain



A comprehensive support service for makers and distributors (primary distributors) to launch and operate new secondary distribution services.

Initiatives

## Evolving the way of doing business in product sales by integrating primary distribution and secondary distribution



Designing the user's service experience and creating new customer contact points  
 Supporting purchase, trade-in and redistribution  
 Update the business with the data obtained

advantage

advantage

Makers

Aucnet

Contributing to customer contact acquisition and sustainability

New products can be handled



Co-creation project with Senshukai Co., Ltd. (Belle Maison) ~ Full-scale development of purchase service “kimawari”

## Initiatives

# Launched "kimawari fashion," a purchase service focusing on clothing

As one of the initiatives of circular distribution, a purchase service of unneeded items have been deployed.

Collected items are delivered to people who need them or recycled for environment and resources as an initiative of circular economy.

advantage



Senshukai

- Contribution to create a sustainable society
- Cultivate ongoing relationships with customers

advantage



Aucnet

- Expansion of its handling items
- Contribution to re-use businesses

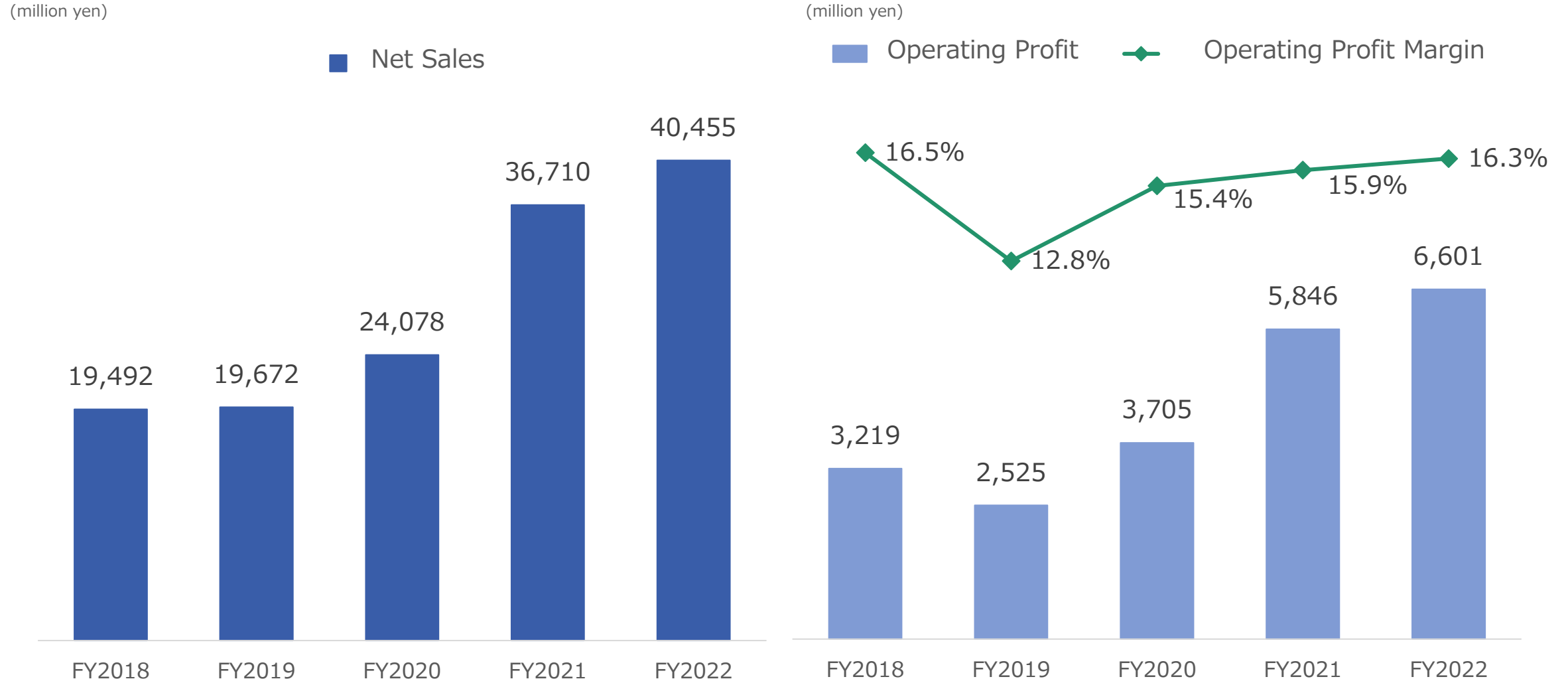
1. Summary of FY2022 Results
2. Segment Information
3. Forecast of FY2023 Results
4. Progress of Mid-term Management Plan
- 5. Reference**

## Effect of Adopting Accounting Method for Revenue Recognition Standard, etc.

- Compared with the former standard, the net sales for the full year 2022 consolidated cumulative accounting period decreased by 391 million yen.
- The impact on the segment income is minor.

(million yen)	Net Sales			
	FY2021	FY2022 (old standard)	FY2022 (new standard)	difference
Automobile	12,104	12,041	<b>11,452</b>	△588
Digital Product	6,832	6,793	<b>6,899</b>	106
Consumer Product	14,506	18,171	<b>18,323</b>	151
Others	3,791	4,322	<b>4,261</b>	△61
Adjustment	△525	△481	<b>△481</b>	0
<b>Total</b>	36,710	40,846	<b>40,455</b>	△391

# FY2018~FY2022 Consolidated Financial Results



# Consolidated Balance Sheets & Statements of Cash Flows

Assets (million yen)	FY2021 end of December	FY2022 end of December	Increase/ Decrease	Liabilities and net assets (million yen)	FY2021 end of December	FY2022 end of December	Increase/ Decrease
Current assets	30,018	<b>30,357</b>	+339	Current liabilities	11,039	<b>11,299</b>	+260
Cash and deposits	20,615	<b>20,021</b>	△594	Due to auction members	6,728	<b>7,202</b>	+473
Due from auction members	3,959	<b>3,538</b>	△420	Other	4,310	<b>4,097</b>	△212
Other	5,442	<b>6,797</b>	+1,354	Non-current liabilities	3,081	<b>3,137</b>	+55
Non-current assets	6,804	<b>6,990</b>	+186	Retirement benefit liability	1,790	<b>1,816</b>	+25
Property, plant and equipment	1,639	<b>1,637</b>	△1	Other	1,290	<b>1,321</b>	+30
Intangible assets	1,616	<b>1,405</b>	△210	Total liabilities	14,120	<b>14,437</b>	+316
Other	3,549	<b>3,946</b>	+397	Total net assets	22,701	<b>22,911</b>	+209
Total assets	36,822	<b>37,348</b>	+525	Total liabilities and net assets	36,822	<b>37,348</b>	+525

(million yen)	FY2021	FY2022	YoY
Cash flows from operating activities	4,249	<b>4,523</b>	+274
Cash flows from investing activities	388	<b>185</b>	△203
Cash flows from financing activities	△825	△ <b>4,426</b>	△3,601
Cash and cash equivalents at end of period	19,565	<b>19,941</b>	+375

# KPI

				FY2019				FY2020			
				1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Automobile	Auction related	Transaction amount	(million yen)	79,678	75,559	80,728	73,206	79,527	63,462	87,032	81,057
		Total vehicles sold/bought	(unit)	111,672	106,321	111,119	104,544	109,099	96,156	115,610	109,326
	Membership fee	Number of members	(member)	14,173	14,117	14,112	14,146	14,108	14,104	14,267	14,362
	Inspection fee※1	Vehicles inspected	(unit)	249,240	248,504	258,677	252,425	258,903	223,430	229,815	259,900
Digital Product	Transaction amount		(million yen)	5,858	5,494	5,178	7,985	9,562	7,605	7,887	9,024
	Sales units	Domestic	(unit)	378,049	406,546	414,670	502,514	591,735	520,791	487,494	543,592
		U.S.	(unit)	-	-	-	-	89,869	59,611	194,169	308,478
	Members	Number of members	(member)	510	530	603	657	665	707	766	762
Consumer Product※2	Transaction amount		(million yen)	2,681	2,673	2,542	2,696	2,768	3,720	4,349	6,543
	B2B business	Items sold	(item)	86,262	84,546	80,950	90,729	96,292	96,093	113,711	142,530
		Number of members※3	(member)	1,941	1,974	2,055	2,113	2,198	2,359	2,384	2,738
	C business	Transaction amount	(million yen)	-	-	-	-	-	-	-	1,654
				FY2021				FY2022			
				1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Automobile	Auction related	Transaction amount	(million yen)	90,705	87,684	81,561	83,806	84,641	100,796	106,313	<b>96,646</b>
		Total vehicles sold/bought	(unit)	119,786	116,417	107,334	103,635	104,115	114,338	111,674	<b>105,316</b>
	Membership fee	Number of members	(member)	14,282	14,420	14,497	14,605	14,663	14,706	14,847	<b>14,949</b>
	Inspection fee※1	Vehicles inspected	(unit)	266,100	266,475	253,557	256,118	269,476	268,758	262,791	<b>284,997</b>
Digital Product	Transaction amount		(million yen)	12,283	12,071	8,738	9,717	13,526	12,261	8,730	<b>10,247</b>
	Sales units	Domestic	(unit)	656,847	661,344	510,693	467,773	526,106	499,014	351,156	<b>428,275</b>
		U.S.	(unit)	173,951	96,734	46,601	307	-	-	-	-
	Members	Number of members	(member)	800	855	922	989	1,044	1,132	1,240	<b>1,337</b>
Consumer Product※2	Transaction amount		(million yen)	7,324	7,996	8,209	8,912	9,117	9,239	9,575	<b>10,539</b>
	B2B business	Items sold	(item)	157,627	168,838	158,173	172,961	160,850	174,562	166,850	<b>187,706</b>
		Number of members※3	(member)	2,879	3,013	3,204	3,427	3,586	3,690	3,893	<b>4,092</b>
	C business	Transaction amount	(million yen)	2,140	2,179	2,027	2,466	2,747	2,544	2,912	<b>2,582</b>

※1 Includes used motorcycles inspections

※2 KPI by Gallery Rare has been combined in each business from 4Q FY2020.

※3 The number of overseas buyers has been included in the number of members since 3Q FY2022.

**The earnings forecast and other forward-looking statements herein are based on the information currently available and certain assumptions deemed reasonable by Aucnet Inc., and it does not guarantee its achievement. In addition, actual results may differ significantly from these forecasts due to a wide range of factors.**

