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To whom it may concern:

Company Name: Mercari, Inc.
Representative: Shintaro Yamada, Chief Executive Officer
Code: 4385; TSE Prime
Inquiries: Sayaka Eda, SVP of Corporate, CFO
Phone: +81-3-6804-6907

Notice Regarding Projected Financial Results (Consolidated and Non-consolidated Earnings)

Although Mercari, Inc. (the “Company”) has not released the projected financial results for FY2023.6 to date, the Company is now able to release the projected results for the aforementioned period. Furthermore, the Company is announcing the results to acknowledge a difference compared to the results from the previous fiscal year that merits disclosure.

1. Projected consolidated financial results for FY2023.6 (July 1, 2022, to June 30, 2023)

	Net sales	Operating profit	Ordinary profit	Net profit attributable to owners of parent	Basic earnings per share
Fiscal year ended June 30, 2022	Millions of yen 147,049	Millions of yen (3,715)	Millions of yen (3,896)	Millions of yen (7,569)	Yen (47.34)
Fiscal year ending June 30, 2023 (Forecast)	170,000	13,500	13,800	8,300	51.47
Difference	+22,951	+17,215	+17,696	+15,869	+98.81
Rate of difference (%)	+15.6%	-	-	-	-

Projected consolidated financial results for the full year

Consolidated net sales are projected to increase year over year due to the stable and continuous growth of the *Mercari* marketplace and strengthened profitability mainly involving Mercari Group’s Marketplace and Fintech business units.

For consolidated operating profit and consolidated ordinary profit, the Group is projecting improved profitability

and a profitable landing for the current fiscal year. This is due to efforts to maximize Group synergies in the fintech business including continued investment to acquire *Mercard* users while also improving profitability by promoting thorough investment discipline across the Group, making ongoing efforts to review costs, and returning to normal levels of fraudulent use cases.

Net profit attributable to owners of parent is projected to be positive as evidenced by the increased profitability figures shown in the table above.

2. Projected non-consolidated financial results for FY2023.6 (July 1, 2022, to June 30, 2023)

	Net sales	Operating profit	Ordinary profit	Net profit	Basic earnings per share
Fiscal year ended June 30, 2022	Millions of yen 86,107	Millions of yen 13,094	Millions of yen 13,221	Millions of yen (4,965)	Yen (31.05)
Fiscal year ending June 30, 2023 (Forecast)	100,000	25,500	25,400	5,200	32.24
Difference	+13,893	+12,406	+12,179	+10,165	+63.29
Rate of difference (%)	+16.1%	+94.7%	+92.1%	-	-

Projected non-consolidated financial results for the full year

Non-consolidated net sales are projected to have a profitable landing over the previous fiscal year as a result of the Company focusing on initiatives in the C2C business such as acquiring new users and strengthening listings.

In addition to a projected increase in net sales, for non-consolidated operating profit and ordinary profit, the Company is projecting an increase in profitability over the previous year due to thorough investment discipline and efforts to review and lower costs.

For net profit, the Company recorded an extraordinary loss in Q2 resulting from the losses of subsidiary companies that Mercari holds; however, the Company is projecting a profitable landing due to the increase in profitability described in the table above. Note that the extraordinary loss will not affect consolidated results because it will be eliminated from consolidated financial statements.