



Hamee Corp.

Q1 FY04/24

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. Executive Summary

Executive Summary

1

Sales and operating income exceeded initial plans for both Commerce segment and Platform segment in Q1.

2

Domestic commerce segment is doing well because of wholesales increased by 10.1% YoY, Mobile Life Business is on a recovery trend and Cosmetics Business achieved 13.3 times sales increase YoY.

3

Won a record high 142 new clients for Next Engine Business in the Platform segment in July because of the price revision, reduction of basic usage fee and revision of pay-as-you-go table, implemented in June, new inflows increased and the number of clients acquiring contracts recovered.

II. Financial Results

Q1 FY04/24 Consolidated Overview

- Recovery of Mobile Life Business, the main business of the Commerce segment and the advancement of the Cosmetics Business made group-wide top line grew by 6.8%.
- **Due to tax expenses were incurred when accepting dividends from some overseas subsidiaries, quarterly net income attributable to owners of parent company was negative. However profit at each stage before tax exceeded initial plan.**

(Millions of yen) Consolidated Overview	Q1 FY04/23 Results	Q1 FY04/24 Results	Increase /Decrease	% YoY
Net sales	3,106	3,316	210	6.8%
Gross profit	1,898	2,037	139	7.3%
Operating income	248	174	△ 74	△29.9%
Net Profit attributable to owners of parent	206	△ 132	△ 339	△164.0%

Q1 FY04/24 Segment Overview

- Commerce segment **sales increased 8.8% YoY** and maintained growth potential although profit decreased by 45.5% due to changes in product mix etc.
- Platform segment profit ratio **improved from 41.7% to 44.7%** despite decreased sales other than Next Engine Business.

(Millions of yen) Consolidated Segment Overview		Q1 FY04/23 Results	Q1 FY04/24 Results	Increase /Decrease	% YoY
Commerce	Net sales	2,331	2,537	205	8.8%
	Segment profit	159	87	△72	△45.5%
	Profit ratio	6.9%	3.4%	△3.4%	—
Platform	Net sales	774	781	7	1.0%
	Segment profit	322	349	26	8.1%
	Profit ratio	41.7%	44.7%	3.0%	—
Consolidated	Net sales	3,106	3,316	210	6.8%
	Segment profit	482	436	△46	△9.6%
	Adjusted amount ※1	△234	△261	△27	—
	Operating income	248	174	△74	△29.9%
	Profit ratio	8.0%	5.3%	△2.7%	—

Q1 FY04/24 Commerce Segment (Net sales)

- Mobile Life Business sales recovered mainly in wholesale by introducing new products and **acquiring new wholesalers**.
- Cosmetics Business has **grown dramatically**, with sales **13.3 times higher** than the previous year because of investment effects of introduction through TV programs and various advertisements.

(Millions of yen)	Q1 FY04/23 Results	Q1 FY04/24 Results	Increase /Decrease	% YoY
Commerce Segment				
Net sales	2,331	2,537	205	8.8%
Mobile Life Business	1,557	1,613	56	3.6%
Gaming Accessories Business	188	180	△8	△4.5%
Cosmetics Business	23	317	293	1234.8%
New Business investment	18	29	10	55.3%
Global Business	543	397	△145	△26.8%

Q1 FY04/24 Commerce Segment (Operating income)

Consolidated

- Gross profit margin decreased both domestically and overseas due to changes in product mix(increase in sales of products with high cost ratios) etc.
- Profitability improved in the Cosmetics Business because of increased sales. Due to consolidation adjustment amount, cost allocation to indirect departments (functional departments), etc. segment profit margin decreased to 3.4%

(Millions of yen)	Q1 FY04/23 Results	Q1 FY04/24 Results	Increase /Decrease	% YoY
Commerce Segment				
Operating income	159	87	△72	△45.5%
Mobile Life Business	313	324	11	3.7%
Gaming Accessories Business	2	△4	△6	—
Cosmetics Business	△110	△68	42	—
New Business investment	△54	△62	△7	—
Functional Departments	△26	△83	△56	—
Global Business	35	△19	△55	—
Operating income ratio	6.9%	3.4%	△3.4%	—

Q1 FY04/24 Platform Segment

- Next Engine Business covers the decrease in revenue from Consulting Business and Localco Business. In addition to improving profit ratio, continued to maintain strong profitability with 8.1% increase in profit against 1.0% increase in sales.

(Millions of yen)

Platform Segment	Accounting period			
	Q1 FY04/23 Results	Q1 FY04/24 Results	Increase /Decrease	% YoY
Net Sales	774	781	7	1.0%
NextEngine Business	597	628	30	5.1%
Consulting Business	120	100	△19	△16.5%
Localco Business	55	52	△3	△5.7%
Operating income	322	349	26	8.1%
Operating income ratio	41.7%	44.7%	3.0%	—

Q1 FY04/24 Consolidated Overview —Net Sales analysis

<Commerce>

- Mobile Life: Real(Wholesale) have recovered markedly as a result of aggressive new product development.
- Cosmetics: Maintaining the strong performance of the previous Q4 and making a big leap forward YoY. Expecting improvement in profitability in the future.
- Global: Sales to customers outside the group increased. Sales decreased on a consolidated basis due to an increase in internal transactions that should be eliminated in consolidation.

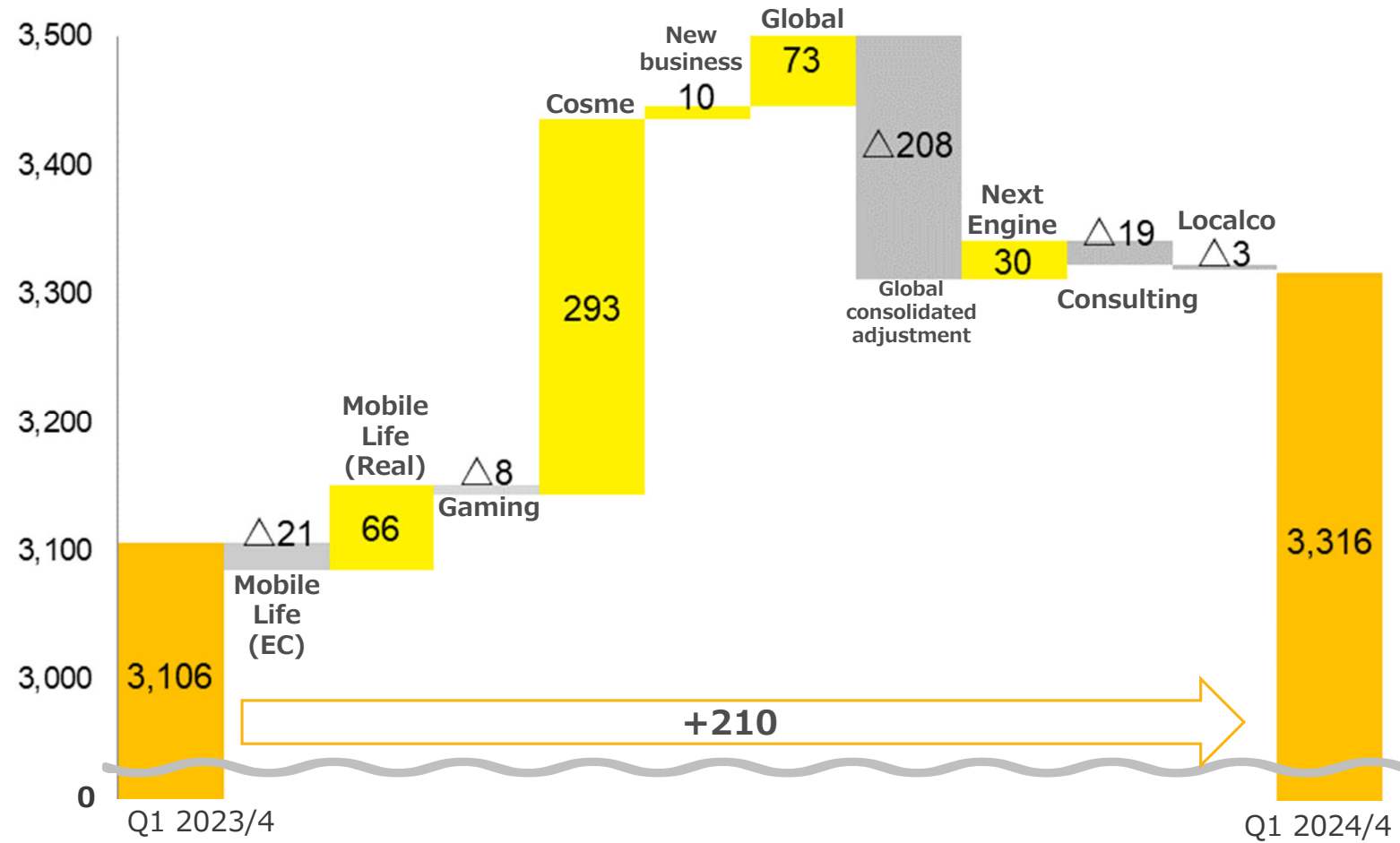
<Platform>

- Next Engine Business covered decrease in sales of other 2 businesses.

Consolidated

Net sales(Accounting period)

(Millions of yen)



Q1 FY4/24 Consolidated Overview —Operating income analysis

<Commerce>

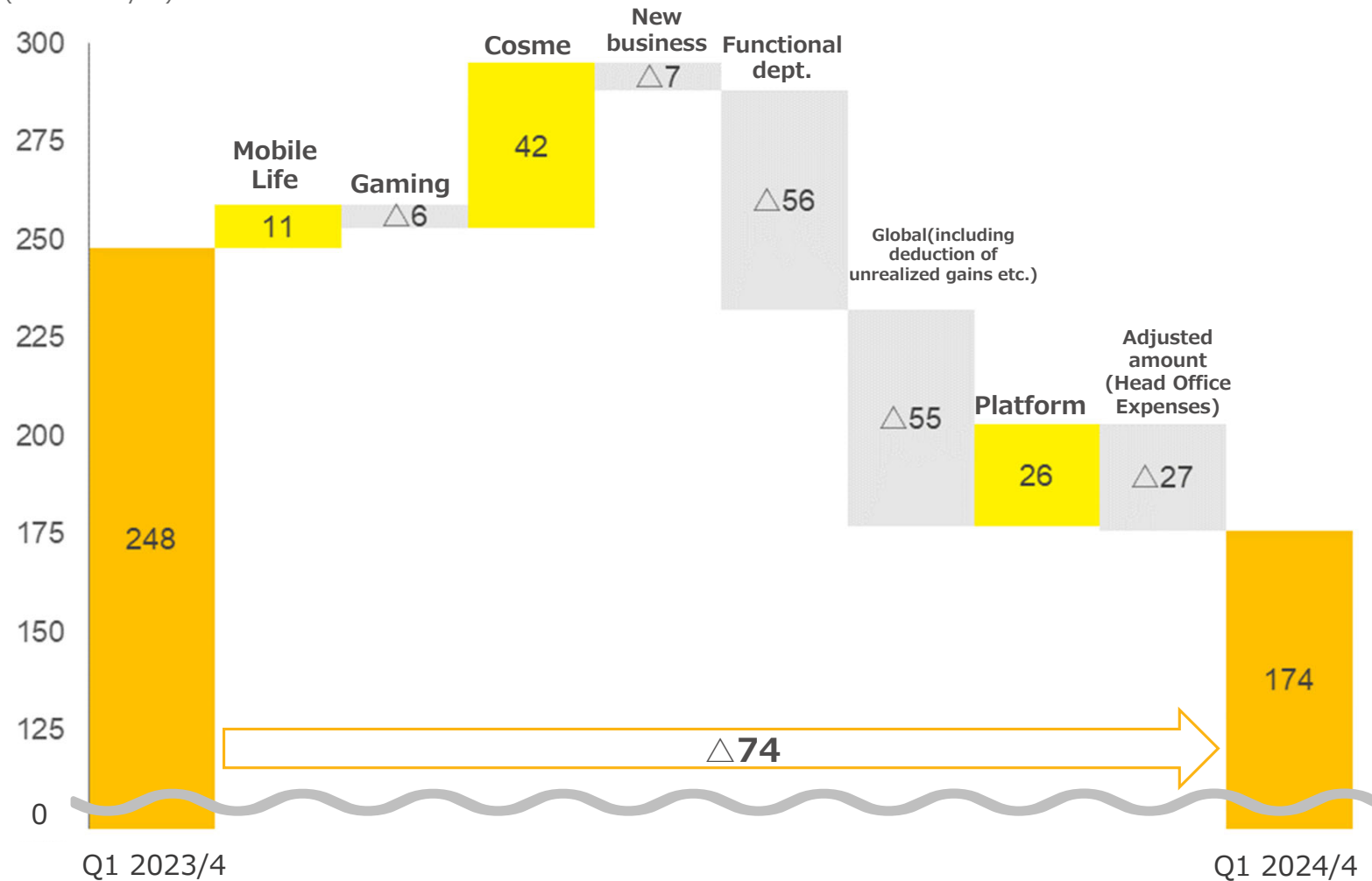
- Mobile Life: Recovery trend with increased profits because of increased Real(wholesale.).
- Cosmetics: Achieved profit increase because of significant sales increase effect. As intermediate costs are expected to be reduced in the future, we can expect profit growth to expand from the second half onward.
- Global: Due to an increase in sales of products with a high cost of sales ratio etc, gross profit ratio decreased and profit decreased.

<Platform>

- Maintaining an increasing trend of profits because of increased sales of Next Engine Business.

Operating income (Accounting period)

(Millions of yen)



Consolidated

III. Business Highlight

III. Business Highlight

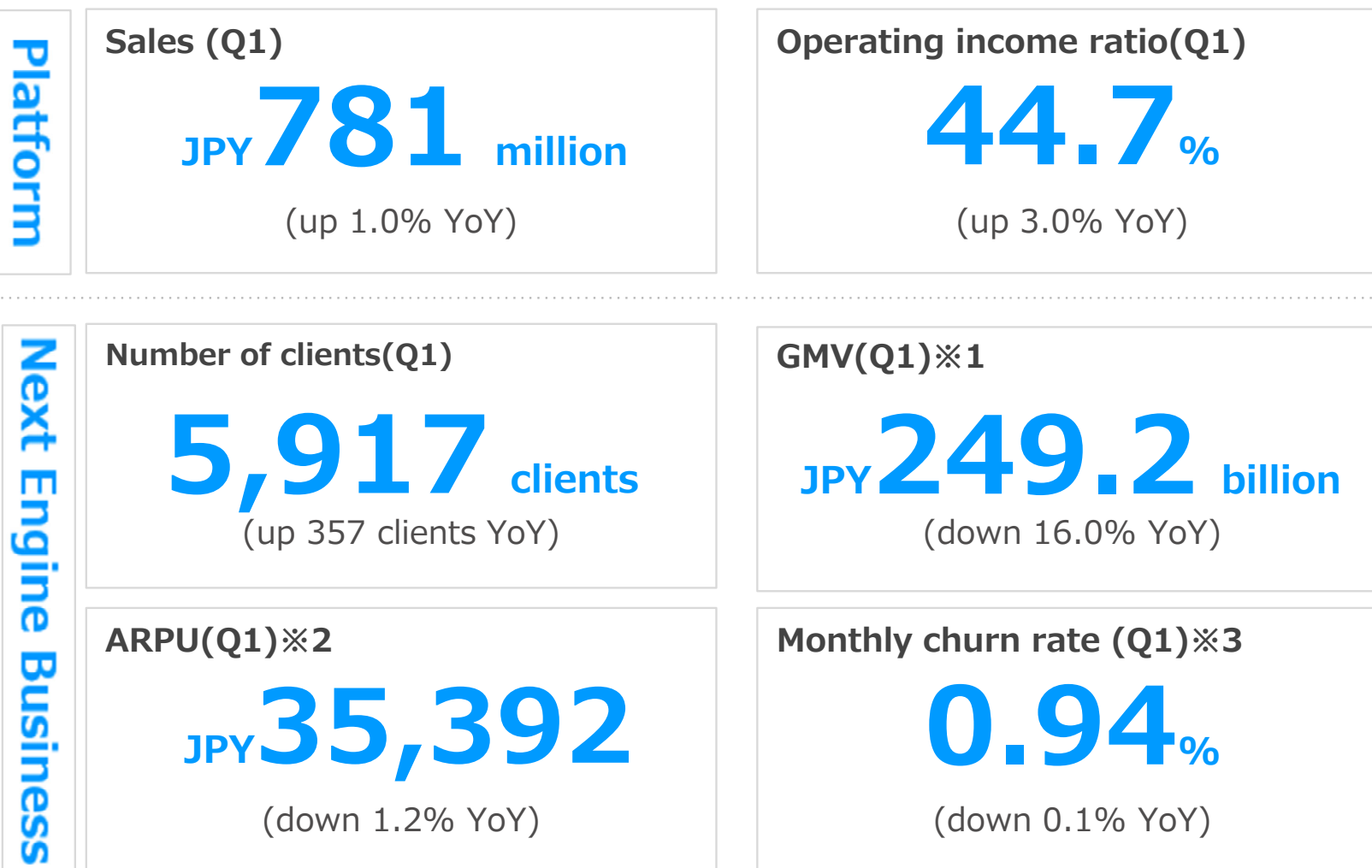
Platform



NEXT ENGINE

Highlights

Platform



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

※2 ARPU . . . Average Renew Per User = the averages of sales per Next Engine clients.

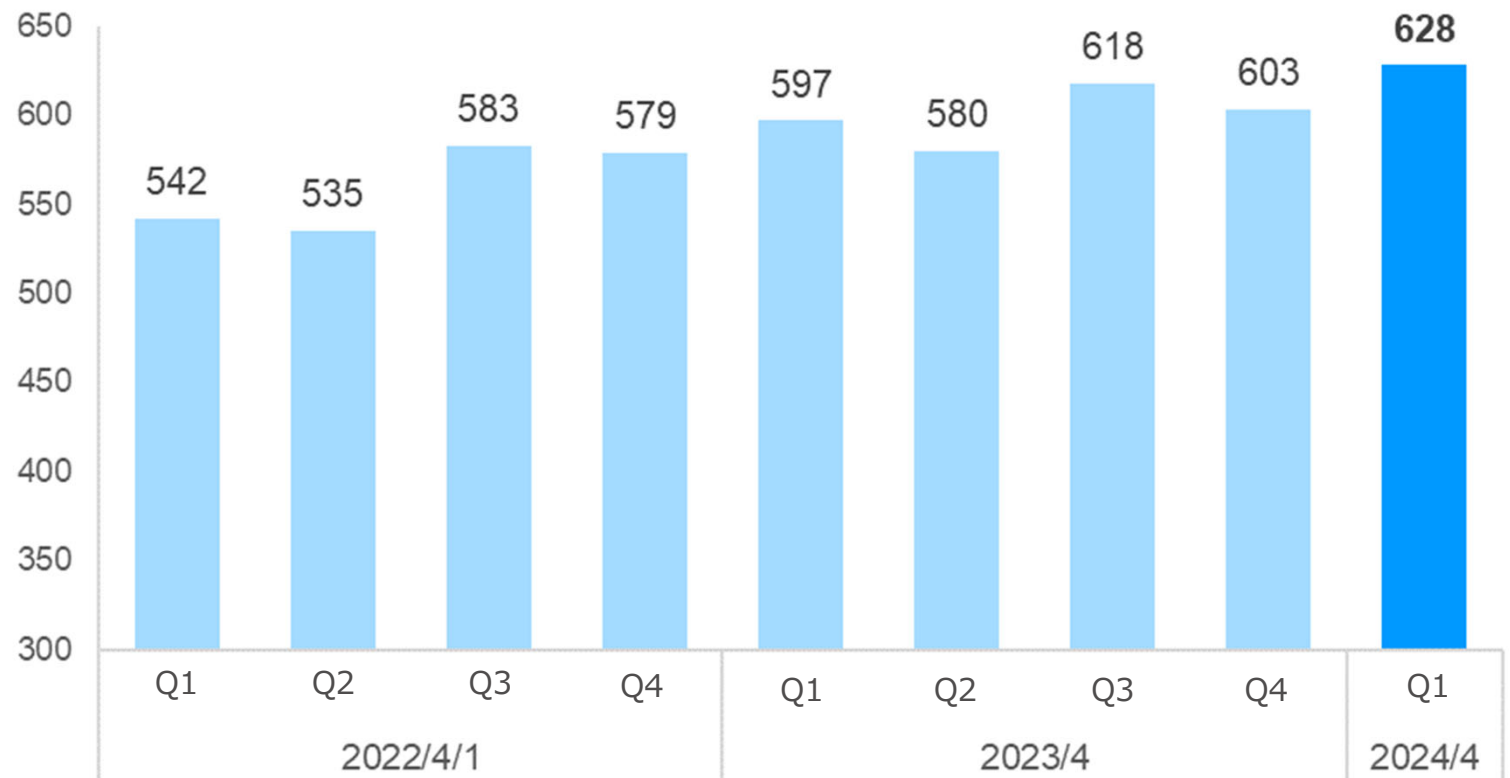
※3 monthly churn rate . . . Figures are calculated by dividing the number of contracted clients end of Q4 from the average number of cancellations during the quarterly period.

Next Engine Business —Q1 FY04/24 Sales

- New inflows increased because of the price revision(reduction of basic usage fee and revision of pay-as-you-go table.)
- Reaction of accelerated digital shift due to COVID-19 is recognized. Decrease in distribution volume in the EC industry and ARPU is sluggish and sales increase ratio is 5.1%

Net sales

(Millions of yen)

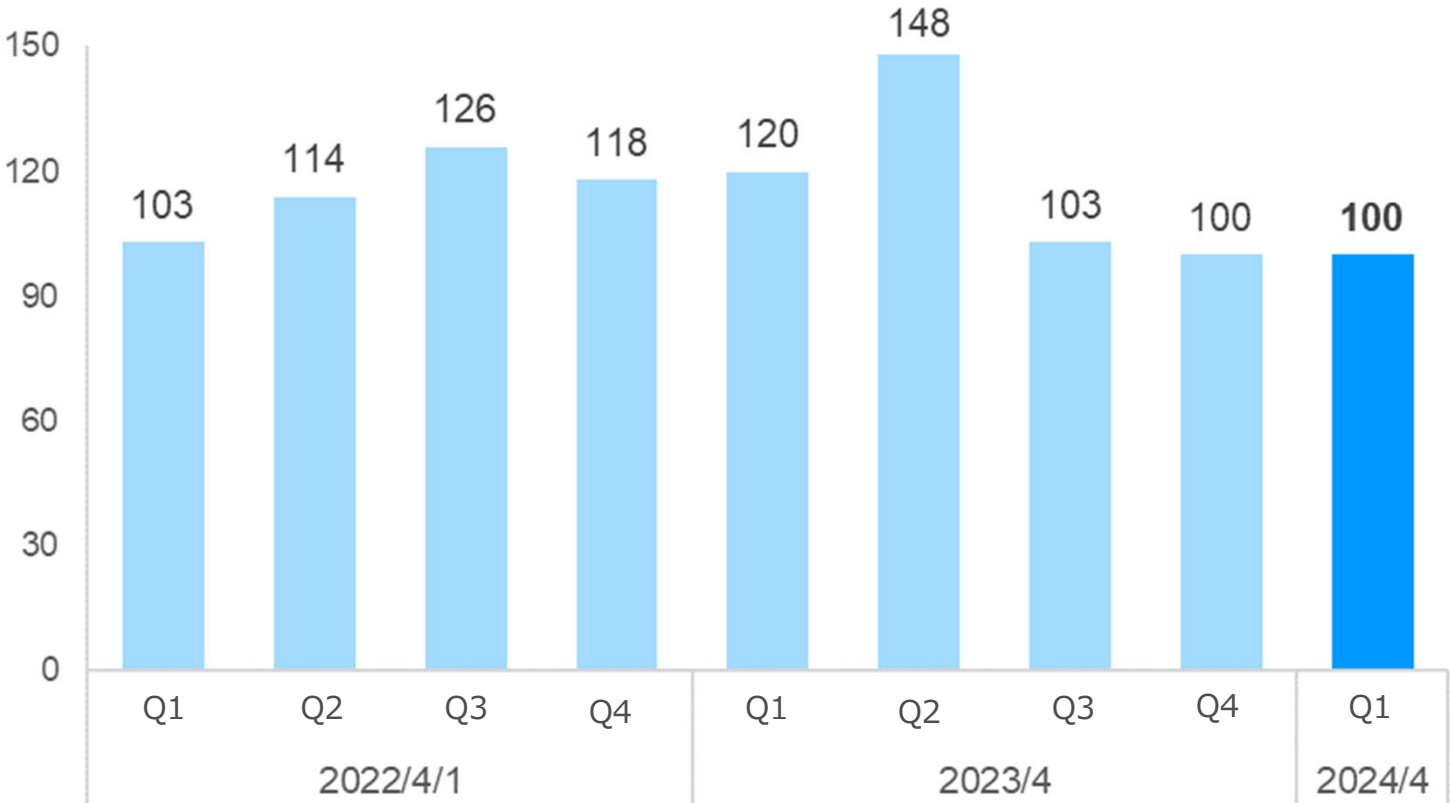


Consulting Business —Q1 FY04/24 Sales

- Continuously tackling management issues, securing consultants, prioritize securing resources and infrastructure development in this fiscal year instead of focusing on increasing sales.
- Continued strong demand for consulting services in EC markets. After strengthening the foundation, we will turn to offense.
- Site construction and other spot projects bottom up sales through acquisition.

Net sales

(Millions of yen)

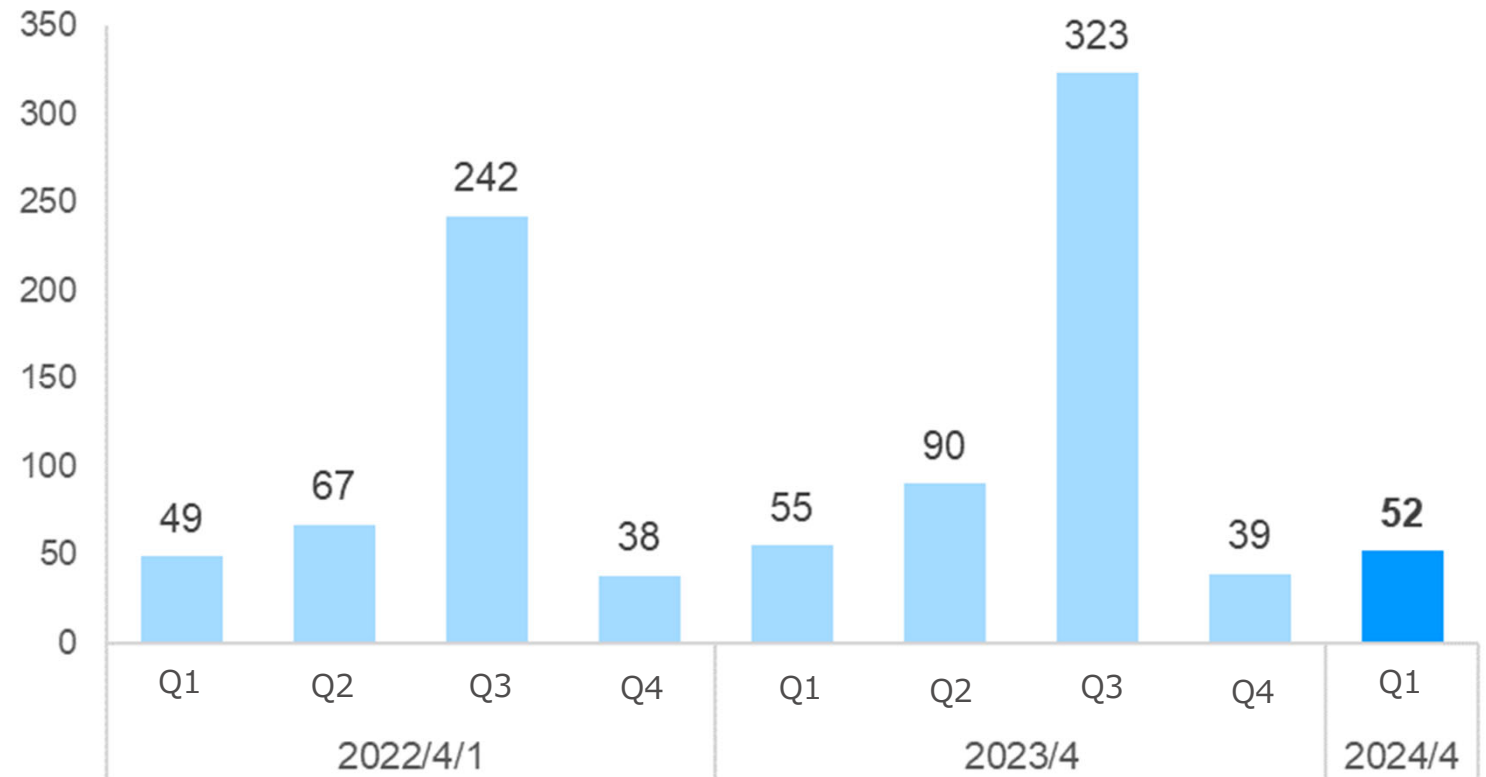


Localco Business —Q1 FY04/24 Sales

- The decrease in revenue, manufacturer of return gifts that received stable donations contract withdrawn from municipality, was limited to a slight decrease compared to the same period last year by covering with measures to improve added value for other contracting municipalities.
- This business has a high correlation with the overall hometown tax donation market, so the largest amount is handled in December, which is the tax deadline and sales peak occurs in Q3. As a result, the reactionary decline will be significant in Q4.

Net sales

(Millions of yen)

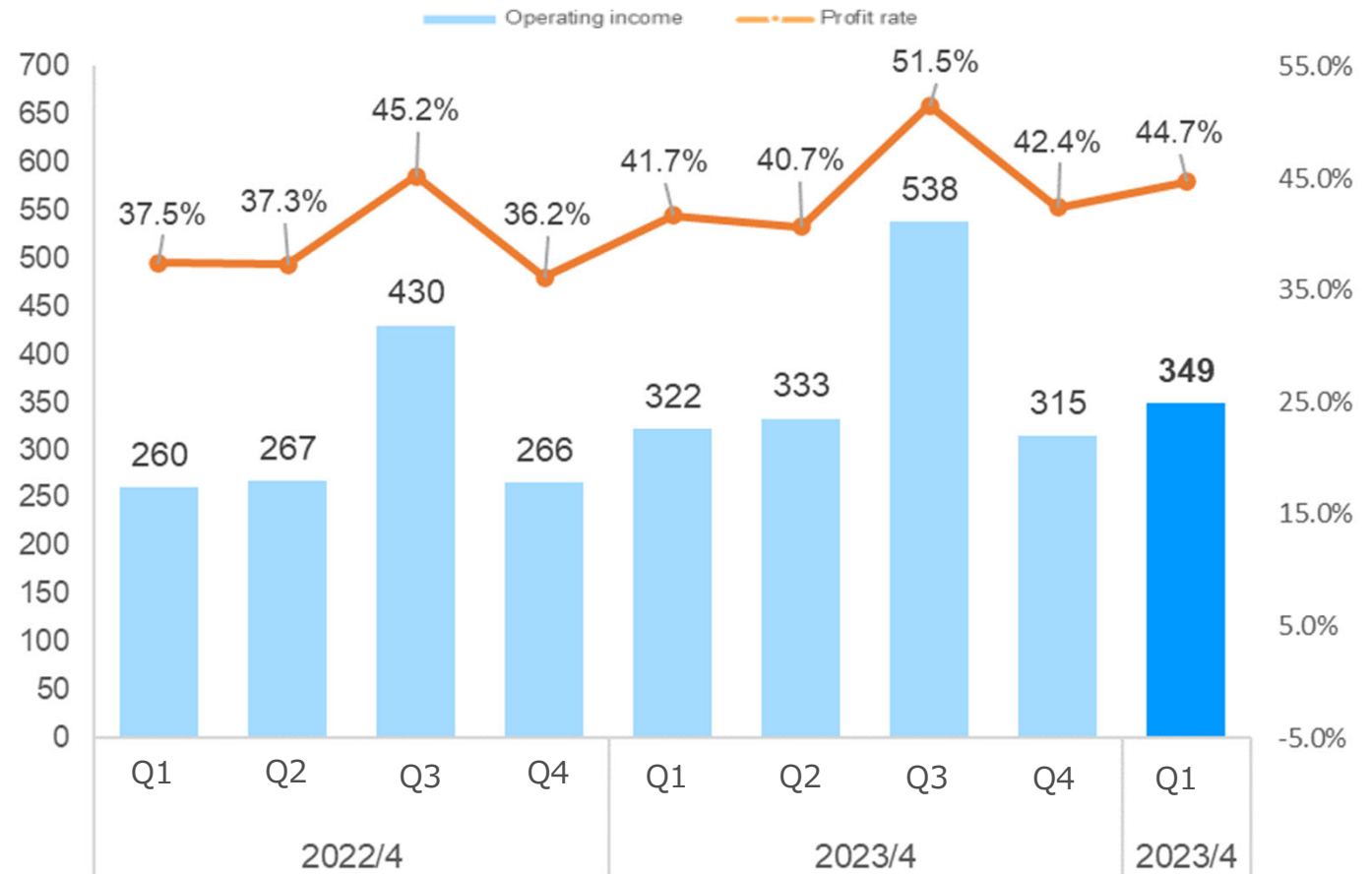


Q1 FY04/24 Operating income

- 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.
- Achieved an increase in profit YoY, driven by high marginal profit ratio of Next Engine. Profit ratio maintained steady growth.

Operating income

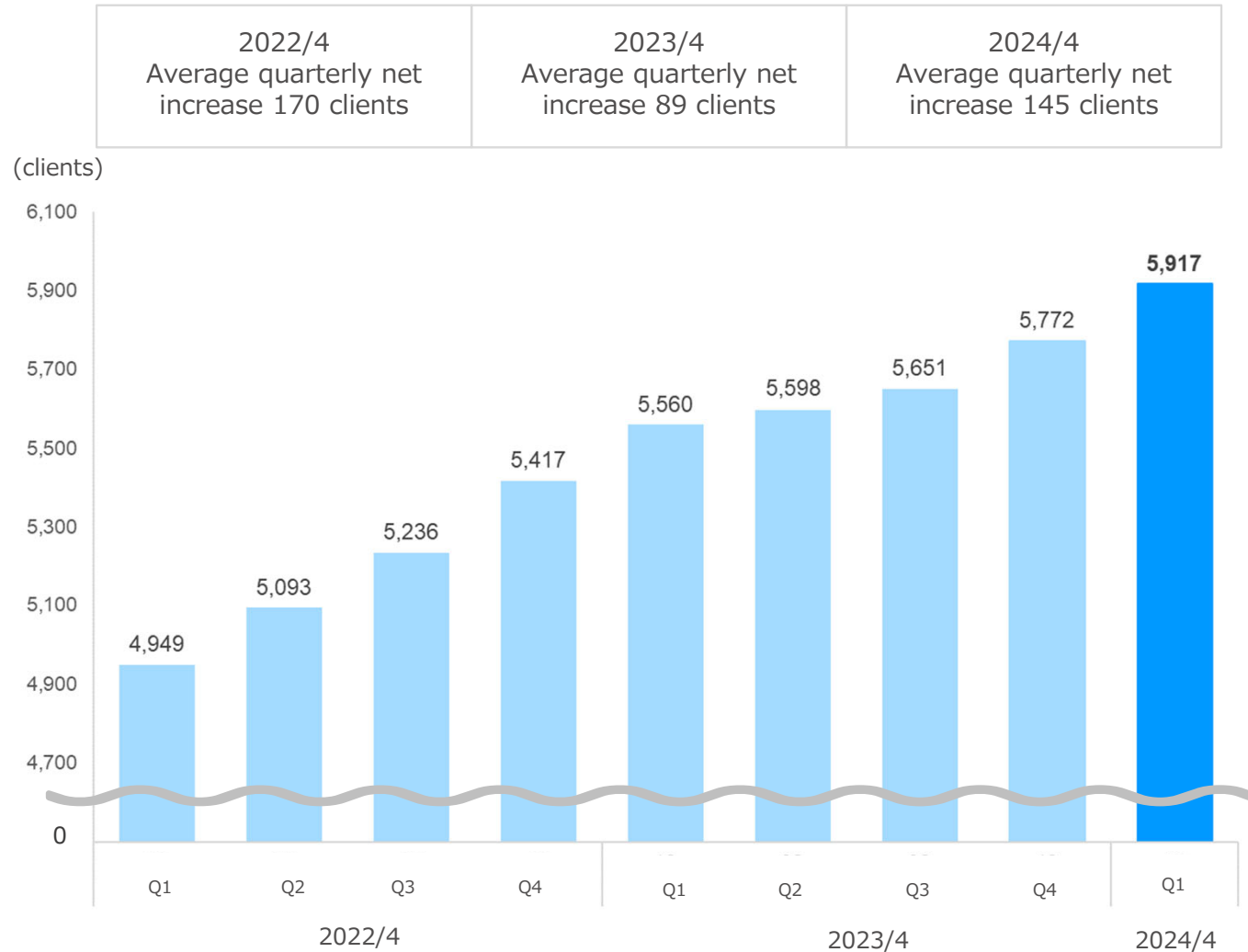
(Millions of yen)



Next Engine Business —Total number of clients

- Priority issues for EC operators have shifted from improving operational efficiency to maximizing sales and securing profits. There are signs of improvement in the situation where the motivation to introduce various business efficiency services temporarily decreased.
- **Record high of 142 new clients** in July and net increase in contracts in Q1 was **145 clients** because of basic usage fees reduced in June that made the inflow of free contracts return to before COVID19.

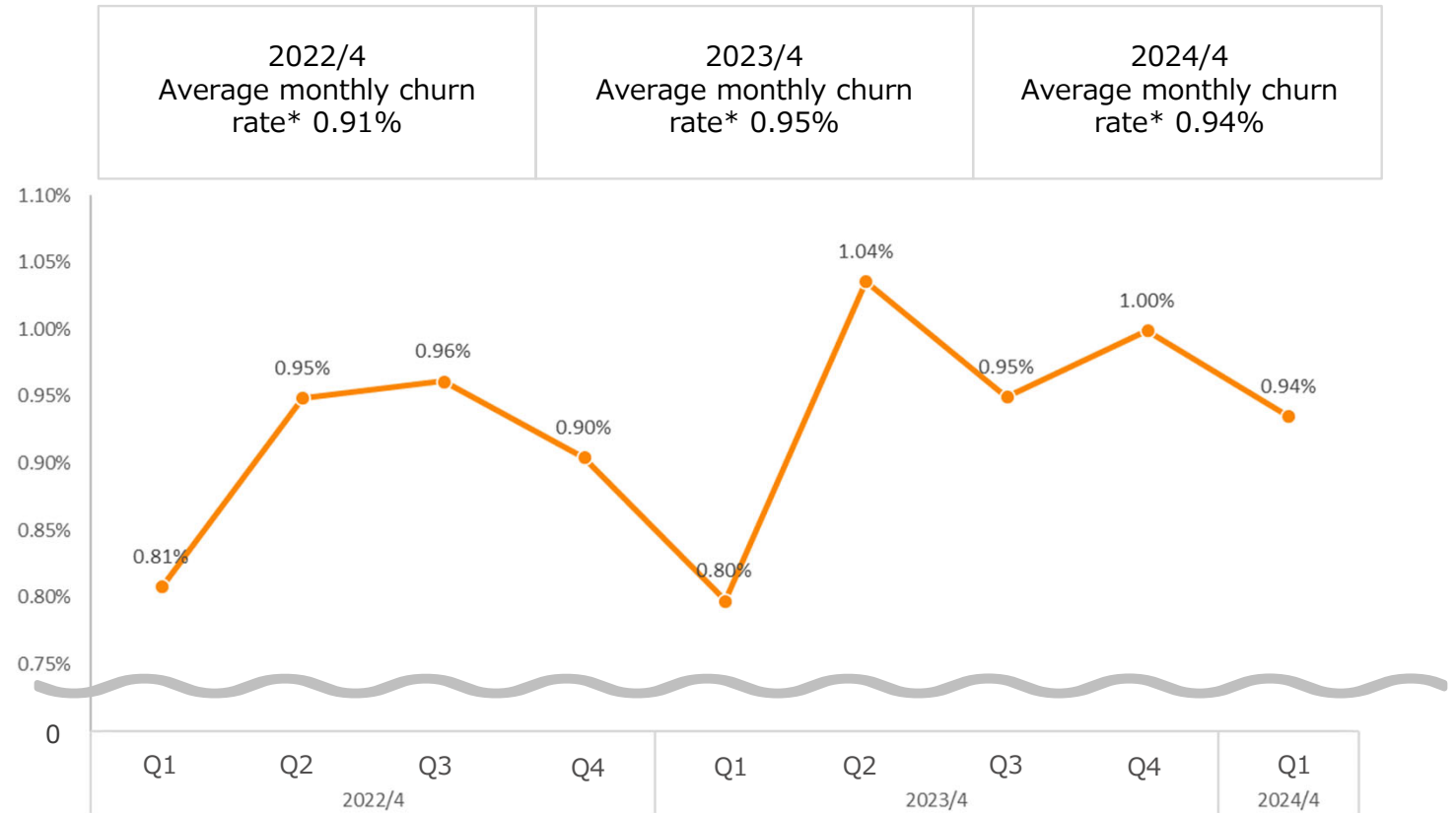
Total number of clients



Next Engine Business —Churn rate trend

- The annual average monthly churn rate remained below 1.00% and remained low although a certain number of businesses withdrawing from EC.

Churn rate

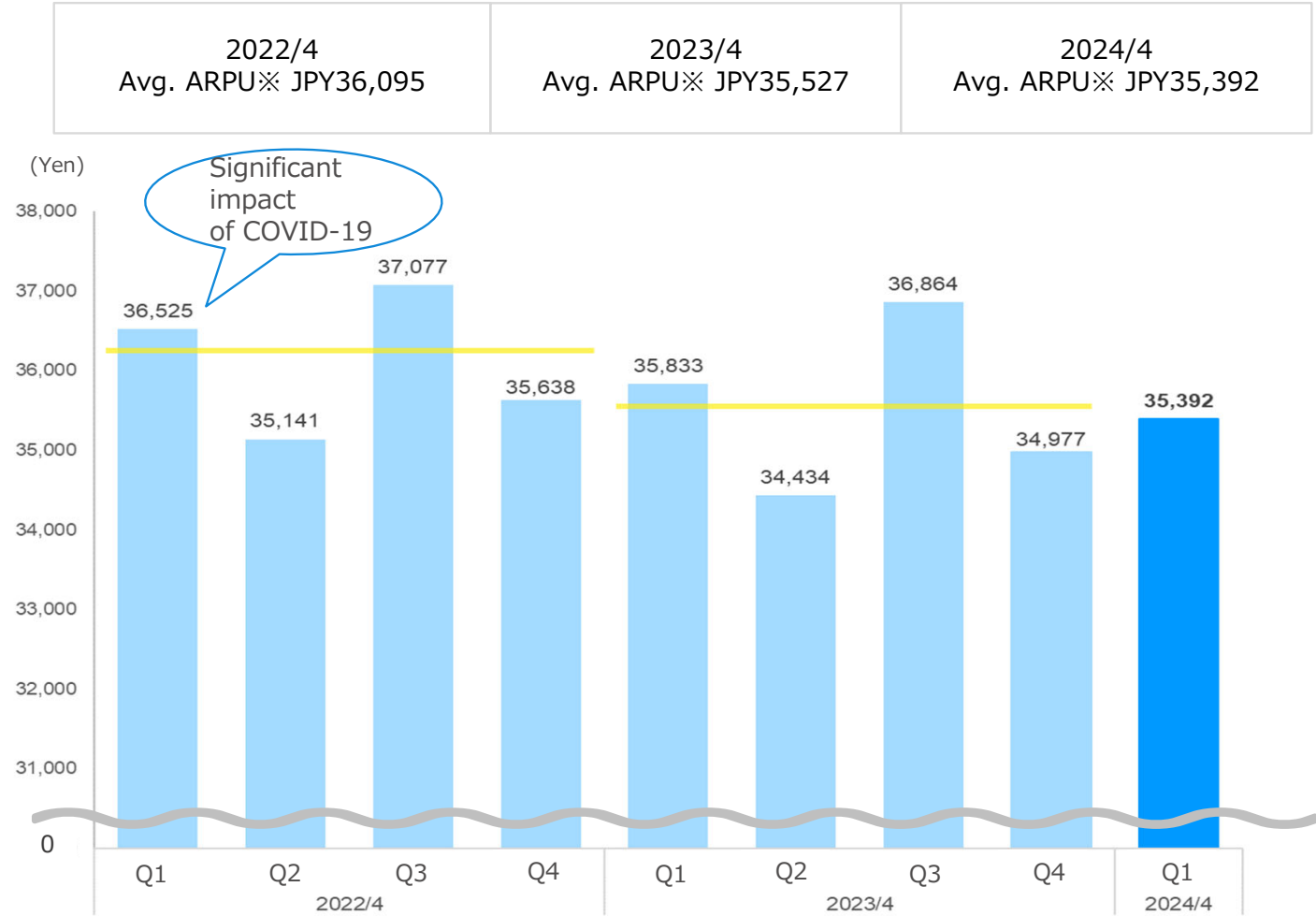


※ Annual average monthly churn rate: Figures calculated by dividing the number of contracted clients as of the end of the quarter from the average number of cancellations for each quarterly period are simple averages.

Next Engine Business —ARPU trends

- The number of orders processed by clients' 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 YoY.

ARPU



III. Business Highlight

Commerce

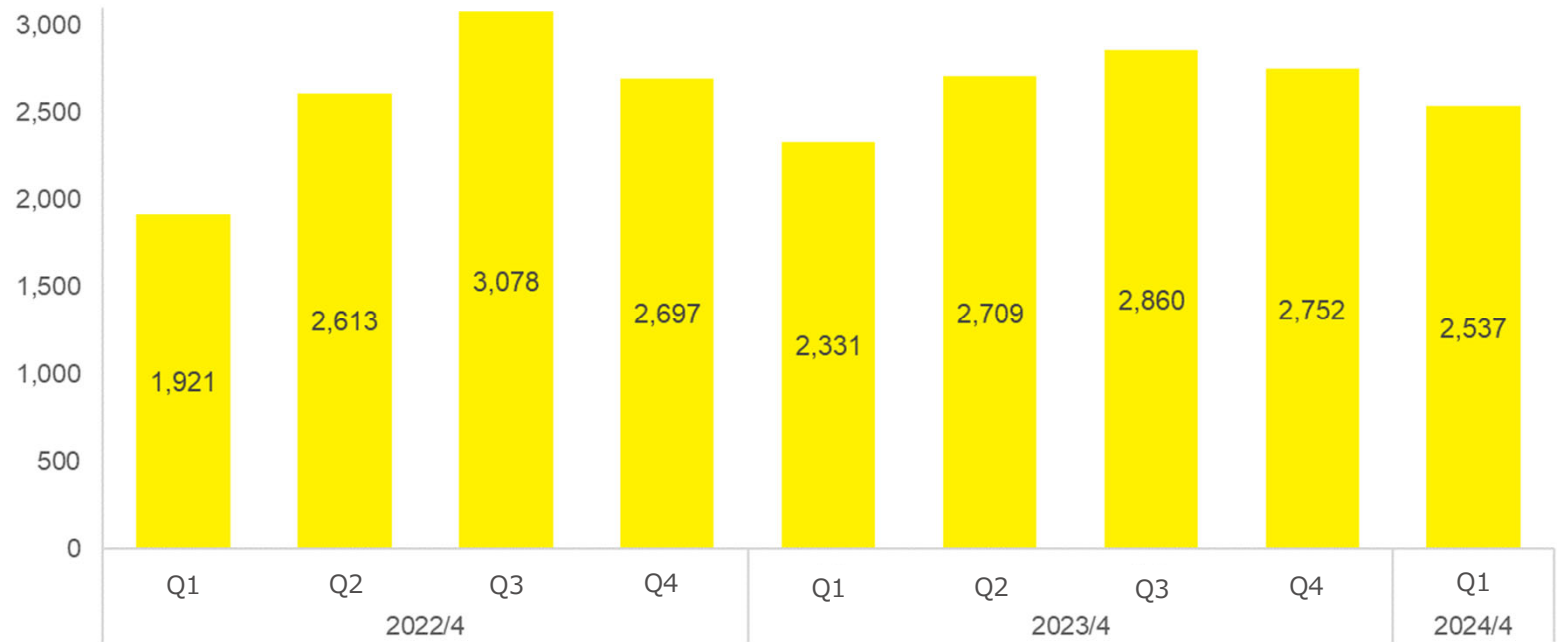


Q1 FY4/24 Net Sales

- Sales are growing with Mobile Life Business recovery and the great leap forward in the Cosmetics Business.
- Sales growth 8.8% YoY as business portfolio made progress in forming although Q1 is a relatively slow period.
- Focusing on expanding sales in each business from the new iPhone sales season in Q2 to the year-end sales season in Q3.

Net sales

(Millions of yen)



iFace product development

- Released new colors of Reflection series "Neo" and Magsafe compatible "Magnetic" as the initial plan of the fiscal year to stimulate demand by launching new products to create consistent sales in iFace series, overwhelming level of recognition.
- Aim to be close to users and provide them with a stylish mobile life based on iFace brand concept "By Your Side"

Mainstay Products

• Look in Clear



• Reflection



Commerce

Product development

• Reflection Neo

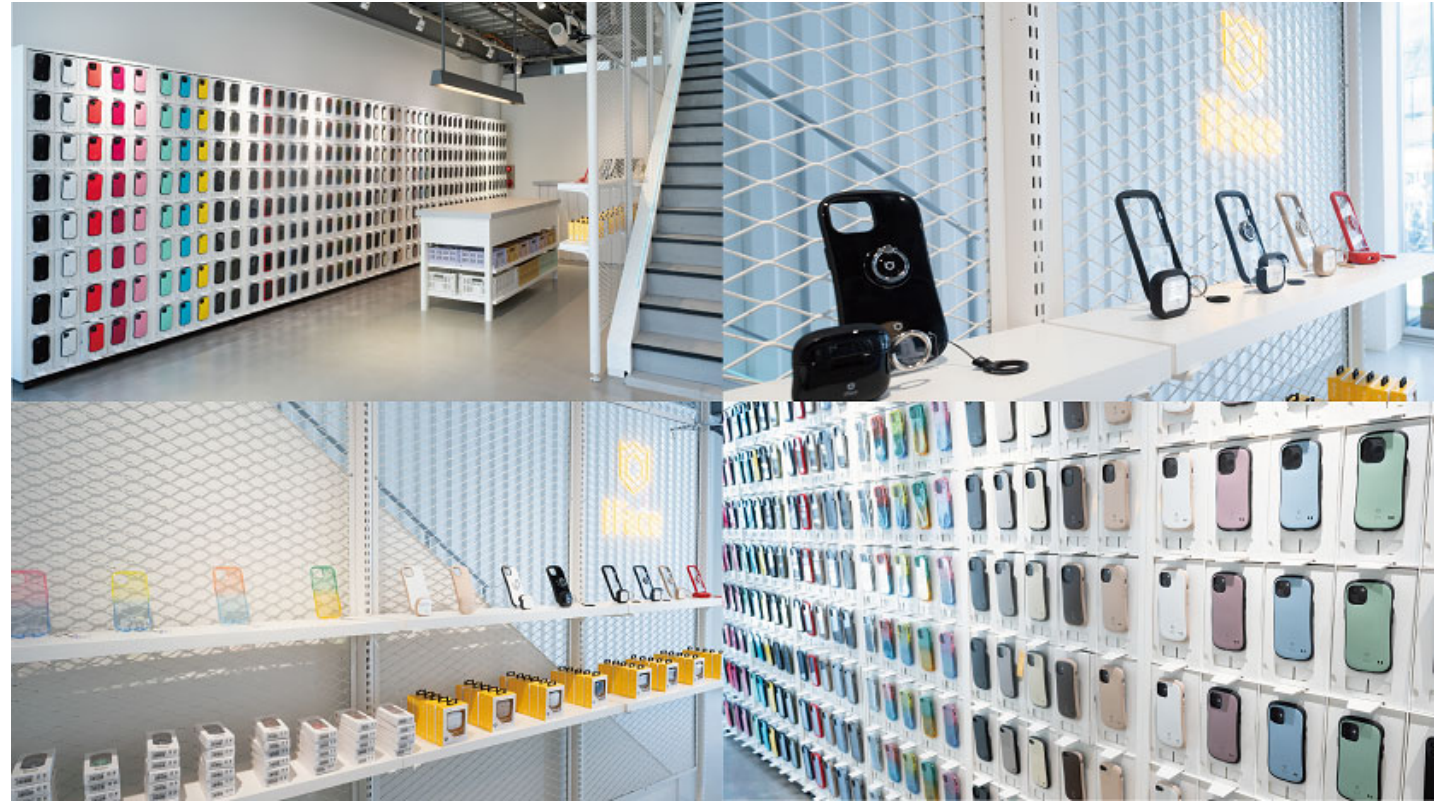


• Reflection Magnetic



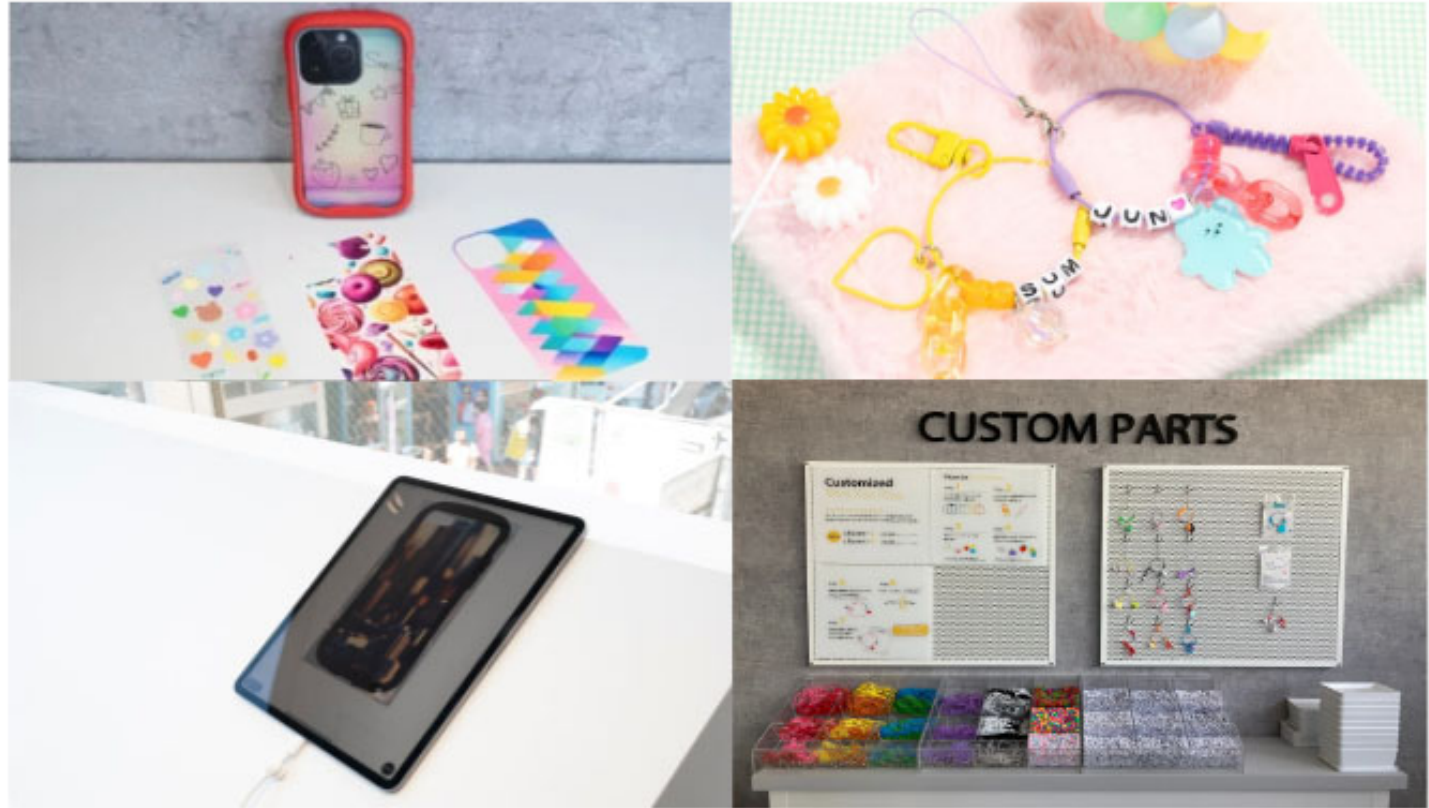
iFace Lab

- Opened concept store "iFace Lab" on August 4th (Friday) along Cat Street in Harajuku, Tokyo.
- Named with the meaning of "An experimental space where each user can explore their individuality"
- Always creating trends in mobile accessories and using as an experimental space to carry out unique projects.



iFace Lab

- Provide experience creating original images and stamp customized inner sheets using AI automatic image generation and experience customizing mobile accessory creation as user's own original products.
- Planning to carry out various other collaboration projects from time to time.



Gaming Accessories Business

- Further expanding product lineup such as developing peripheral accessories such as high-performance new monitors and original monitor arms.
- As a new service, hometown tax return gifts and subscriptions were launched from Q1. Aiming to improve brand recognition by developing services that suit customer needs.

Mainstay Products

- PX248 PRO



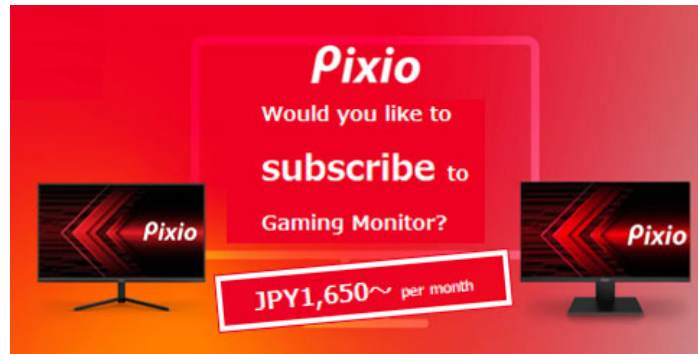
- PS2D (dual monitor arm)



Commerce

New Services

- Hometown tax return gift



- Subscription service



Cosmetics Business

- Awareness has increased significantly through introduction on TV programs. Sales began to increase dramatically from Q4 of the previous fiscal year and realized the formation of a business portfolio.
- Number of stores handling the product is 606 in addition sales channels are steadily expanding.
- Continue to expand product lineup and invest in advertising to further expand sales. Realizing cost reduction measures, aiming to be the next core pillar of profit following Mobile Life Business.

Mainstay Products

- Base makeup
(Glow cushion foundation etc.)



- Skincare line
(Sheet mask, Tonerpad etc.)



Commerce

Product development

- Aqua serum mask



- Serum fit loose face powder



Global Business

- Acquired overseas sales business of Otamatone, strong sales in Hamee US in Jan 2023.
- Achieved to expand its sales territory and to increase in the top line.
- Aim to reduce its cost of sales ratio by restructuring its manufacturing and purchasing supply lines.



IV. Reorganization

Reorganization policy (Announced on July 14, 2023)

- Share-Distribution-Type Spin-Off of NE Inc.
 - Under the 2017 Tax Reform, **this Spin-Off will provide our shareholders with shares of NE, our consolidated subsidiary, as dividends in kind** by utilizing the share-distribution-type spin-off that created tax exemption for the profit and loss on transfer of corporations implementing share distributions and dividends to shareholders receiving distribution, as well as the deferral of taxable profit and loss on transfer of shareholders.

- Spin-off IPO of NE Inc. (listed)
 - To secure trading opportunities shareholders make cash distributions, the Spin-Off is premised on the listing of NE shares on the Tokyo Stock Exchange, Inc. (hereinafter "TSE") from the viewpoint of securing trading opportunities for shareholders. Accordingly, we plan to file for a new listing on the TSE before the implementation of this Spin-Off, and the conditions for this Spin-Off will include obtaining the TSE's listing approval.
 - The listing of our shares on the TSE will be maintained even after the Spin-Off. Accordingly, **our shareholders will hold two kinds of listed shares, our shares and NE shares, as a consequence of the Spin-Off.**

Aim of Reorganization

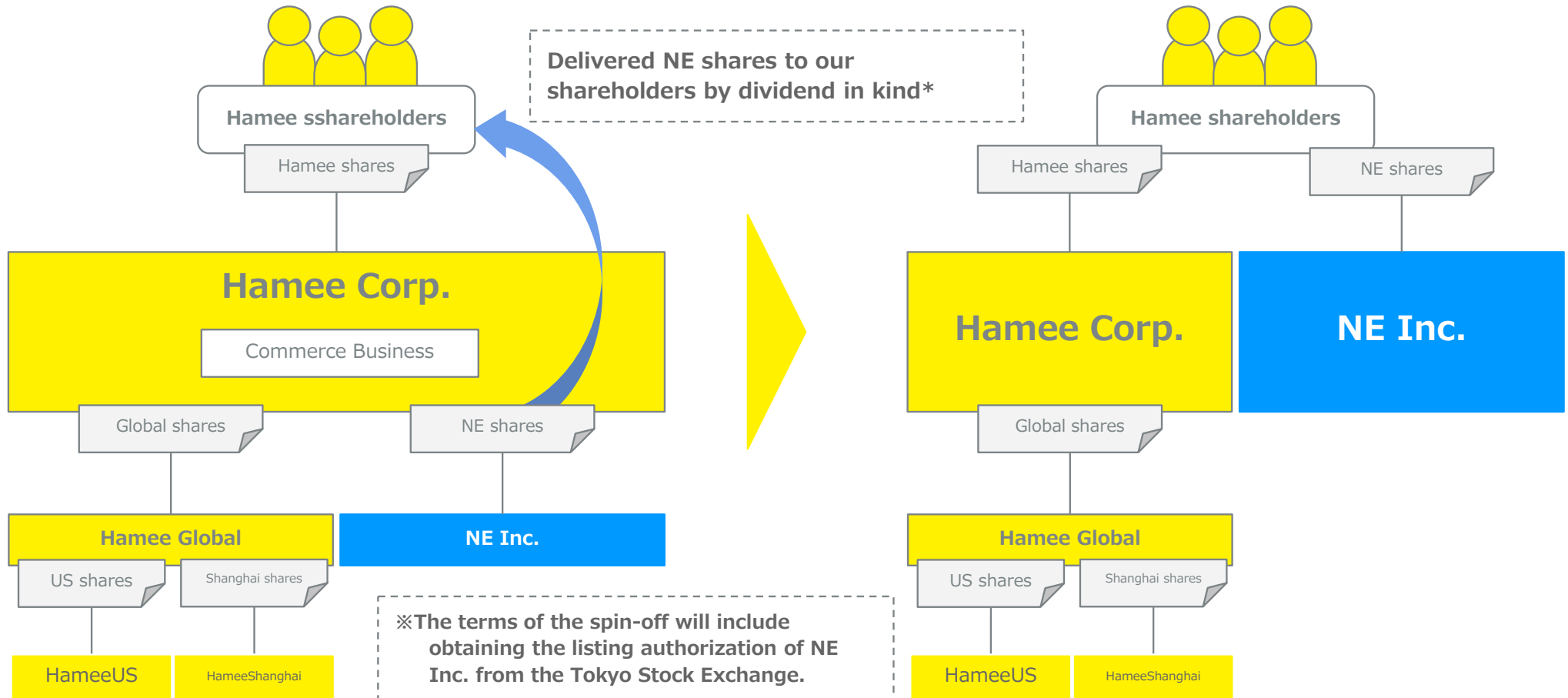
- **Maximize the shareholder's value**
 - We will work to resolve difficulties under the optimal management environment for each of us and NE Inc., and accelerate the evolution and growth of our business with the aim of further enhancing corporate value over the medium to long term.
 - We will create opportunities to choose the best way to develop business alliances and services while ensuring the flexibility of our growth strategies. As a result, we will maximize shareholder value by exceeding the total corporate value of the two companies before the reorganization.

- **Clarification of Governance**
 - We and NE Inc. will communicate with the marketplace as listed companies to clarify governance.
 - Management of the two companies will directly ensure the soundness of management by being conscious of governance from capital markets.

- **Speed up decision making**
 - By eliminating the need to be aware of total optimization across businesses, management focused on each business unit will quickly make decisions in each area.

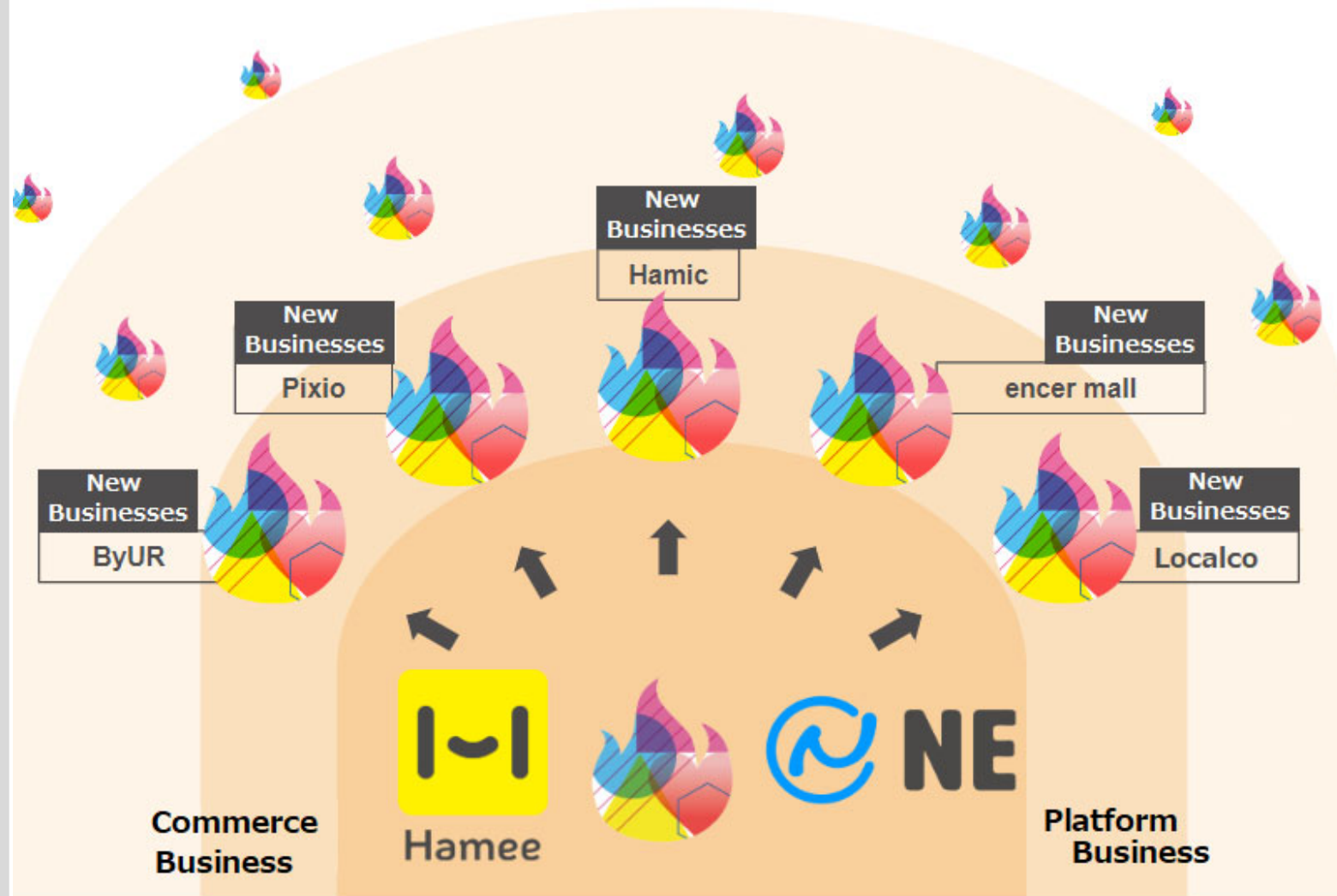
Share-Distribution-Type Spin-Off

Share-Distribution-Type Spin-Off of NE Inc.(target for listing during 2025)



Ignite your creativity

This business reorganization embodies as follows:
Our DNA, "Ignite your creativity", contains our belief that "We ignite Our creative soul, realize the continuous evolution and growth of two main businesses while Create continuously innovative New businesses in peripheral fields and entrepreneur which ignite creative soul of our customers.



V . Mid-Term Management Plan

Mid-Term Management Plan(FY04/24 to FY04/26) Consolidated Overview

(Millions of yen)

Consolidated Segment		Results			Mid-Term Management Plan					
		FY04/22	FY04/23	% YoY	FY04/24	% YoY	FY04/25	% YoY	FY04/26	% YoY
Commerce	Net Sales	10,311	10,655	3.3%	13,032	22.3%	14,897	14.3%	17,128	15.0%
	Segment profit	1,870	696	△62.8%	1,665	139.3%	1,898	14.0%	2,364	24.5%
	Profit ratio	18.1%	6.5%		12.8%		12.7%		13.8%	
Platform	Net Sales	3,102	3,383	9.1%	3,780	11.7%	4,511	19.3%	5,387	19.4%
	Segment profit	1,225	1,509	23.2%	1,577	4.5%	2,201	39.5%	2,438	10.8%
	Profit ratio	39.5%	44.6%		41.7%		48.8%		45.3%	
Total	Net Sales	13,413	14,038	4.7%	16,813	19.8%	19,408	15.4%	22,515	16.0%
	Segment profit	3,095	2,205	△28.7%	3,243	47.0%	4,100	26.4%	4,802	17.1%
	Adjusted amount ※1	△893	△934	4.7%	△ 1,157	23.8%	△ 1,346	16.3%	△ 1,479	9.9%
	Operating income	2,202	1,271	△42.3%	2,086	64.1%	2,754	32.0%	3,323	20.7%
	Profit ratio	16.4%	9.1%		12.4%		14.2%		14.8%	

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

Mid-Term Management Plan(FY04/24 to FY04/26) Commerce segment

(Millions of yen)	Results	Mid-Term Management Plan					
	FY04/23	FY04/24	% YoY	FY04/25	% YoY	FY04/26	% YoY
Commerce segment							
Net sales	10,655	13,032	22.3%	14,897	14.3%	17,128	15.0%
Mobile Life Business	7,157	8,130	13.6%	8,515	4.7%	8,951	5.1%
Gaming Accessories Business	769	996	29.5%	1,100	10.4%	1,300	18.2%
Cosmetics Business	294	924	213.5%	1,706	84.5%	2,625	53.8%
Others	101	234	130.9%	234	0.0%	234	0.0%
Global Business	2,332	2,747	17.8%	3,341	21.6%	4,016	20.2%
Segment profit	696	1,665	139.3%	1,898	14.0%	2,364	24.5%

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

Mid-Term Management Plan(FY04/24 to FY04/26) Platform segment

(Millions of yen)	Results	Mid-Term Management Plan					
	FY04/23	FY04/24	% YoY	FY04/25	% YoY	FY04/26	% YoY
Platform segment							
Net sales	3,383	3,780	11.7%	4,511	19.3%	5,387	19.4%
NextEngine Business	2,400	2,664	11.0%	3,151	18.3%	3,576	13.5%
Localco Business	509	641	25.9%	801	25.0%	1,023	27.7%
Consulting Business	472	474	0.3%	558	17.7%	787	41.1%
Segment profit	1,509	1,577	4.5%	2,201	39.5%	2,438	10.8%

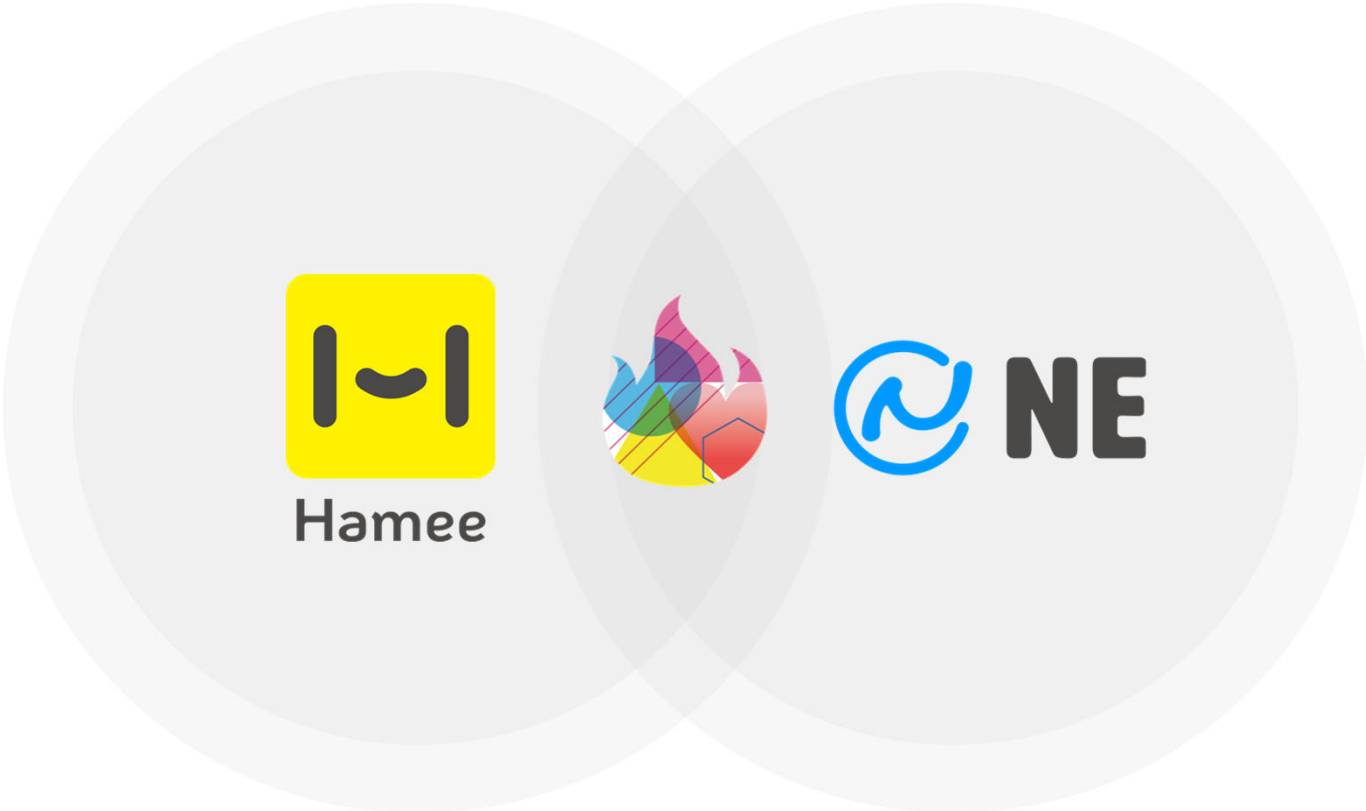
※1 Adjusted amount: Company-wide headquarters expenses are presented as "Adjusted amount."

APPENDIX

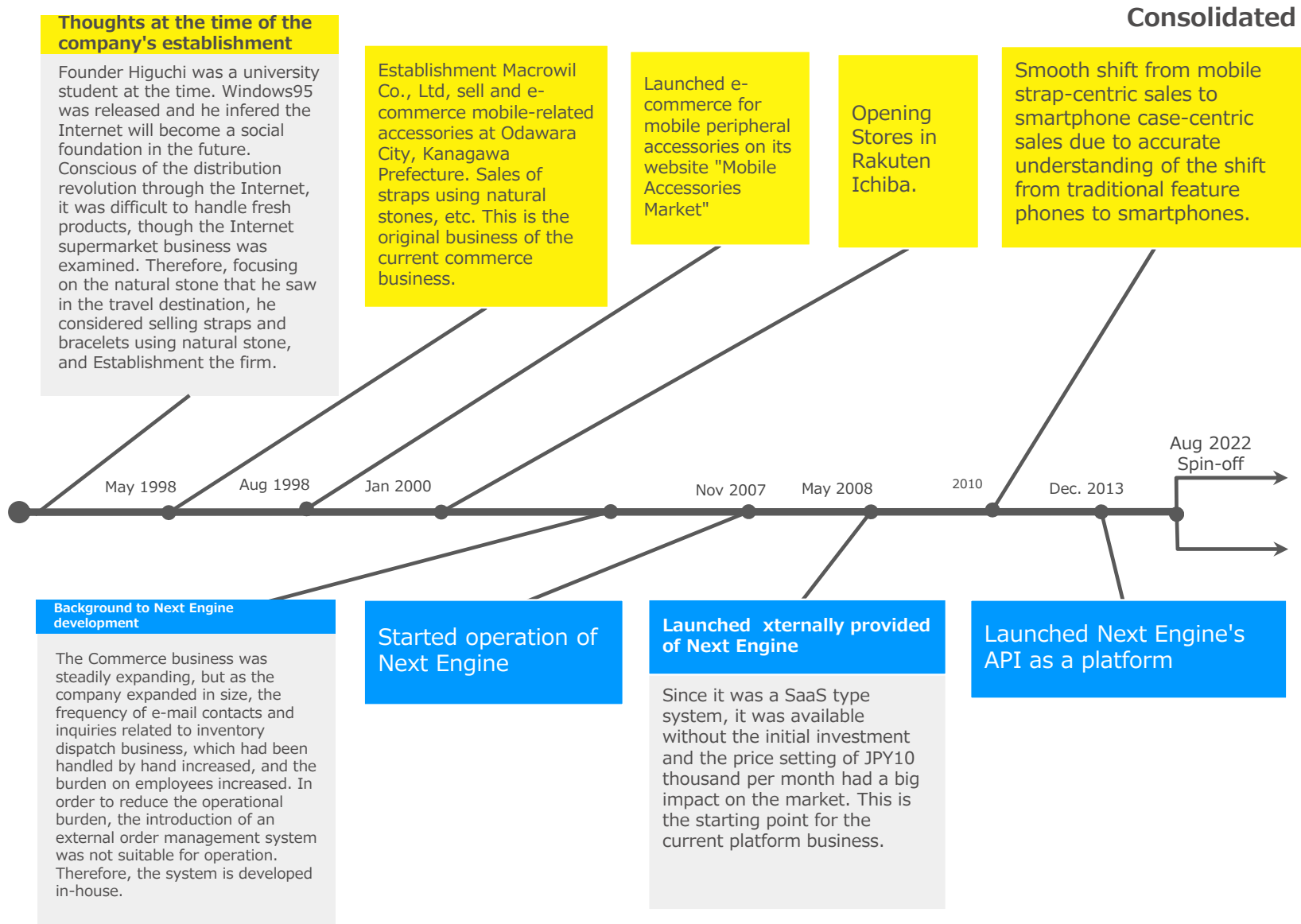
Company Profile

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.

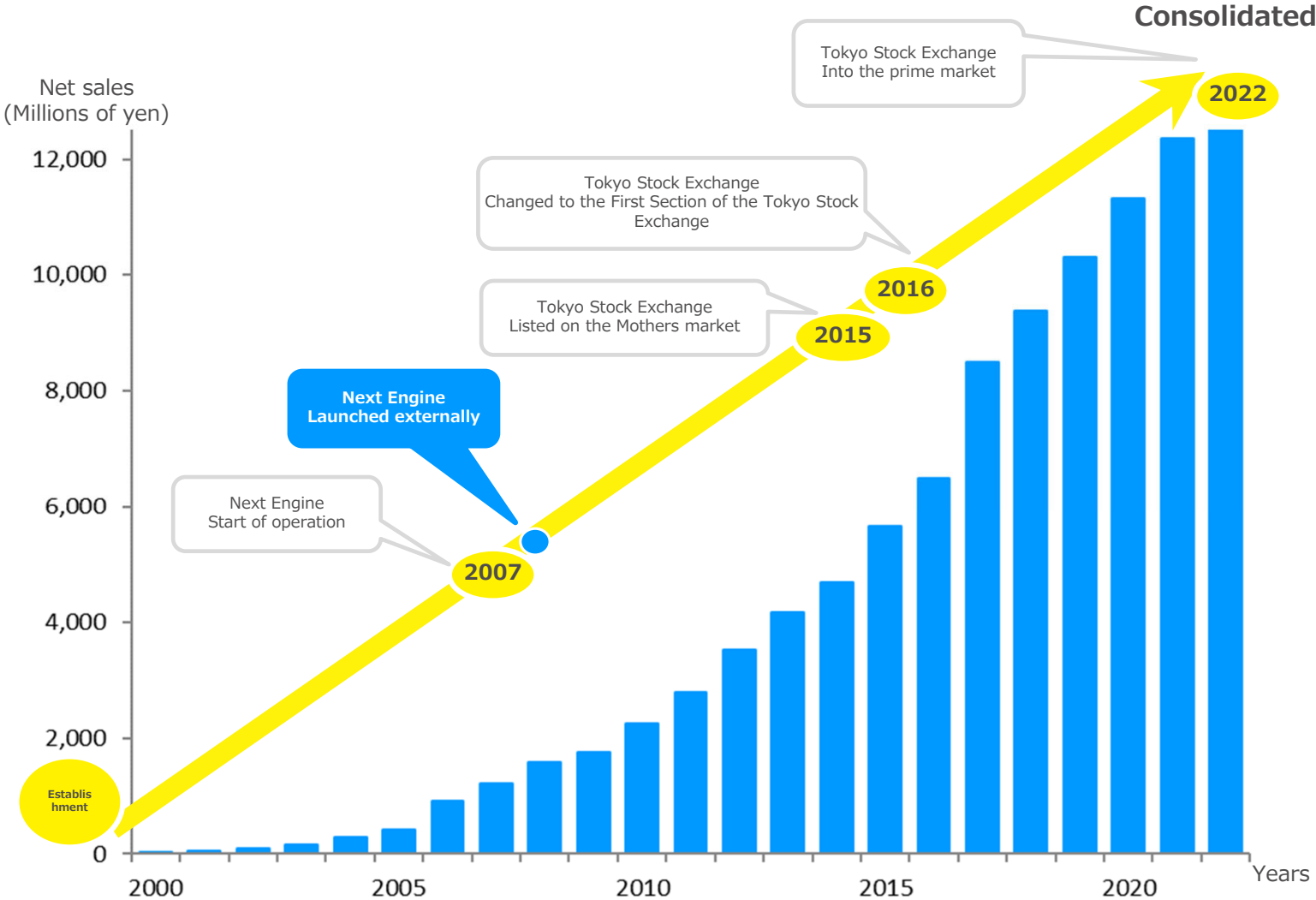


History



Consolidated

History (Growth Trajectory)



Business Overview

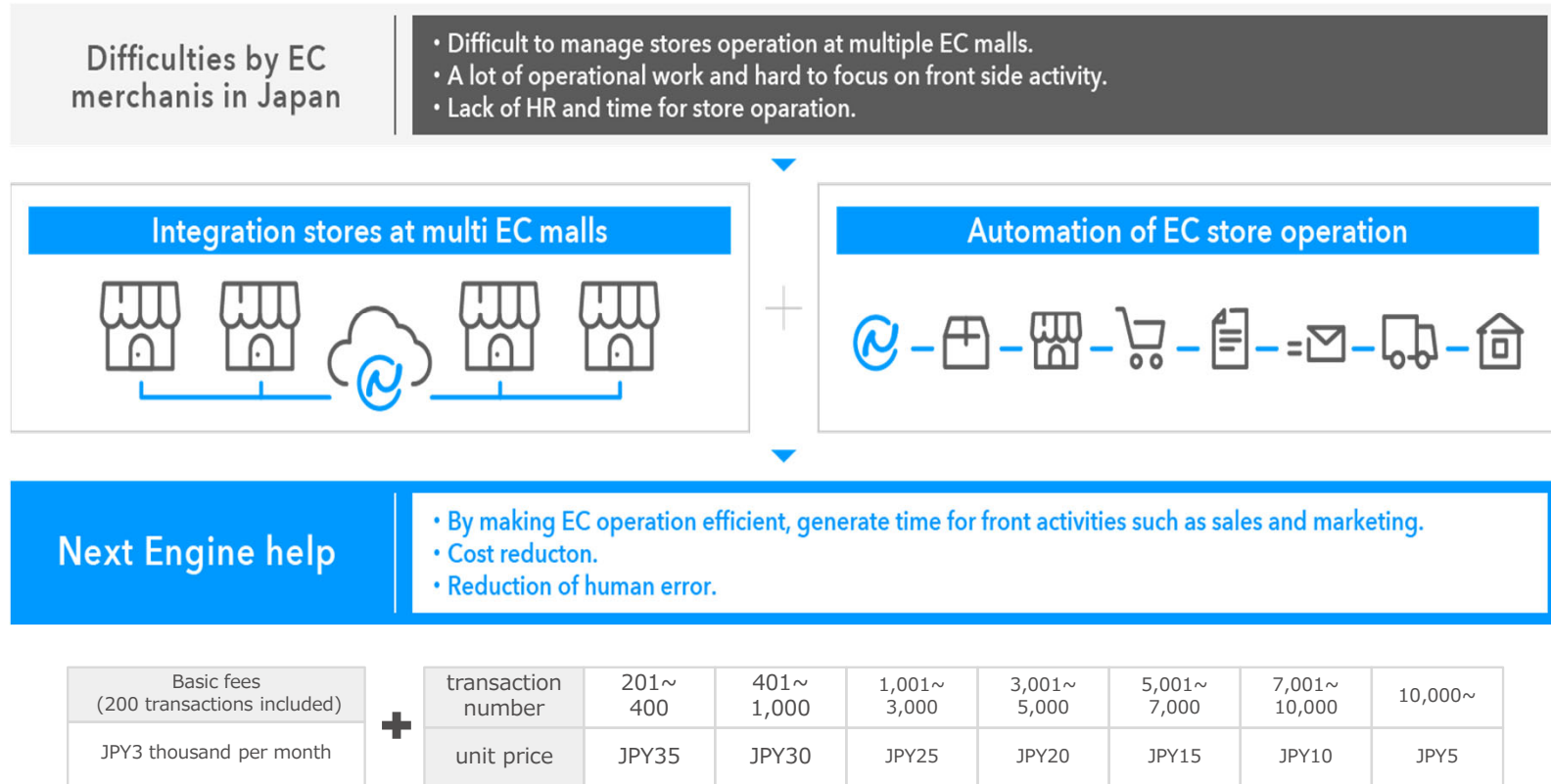
Platform



NEXT ENGINE

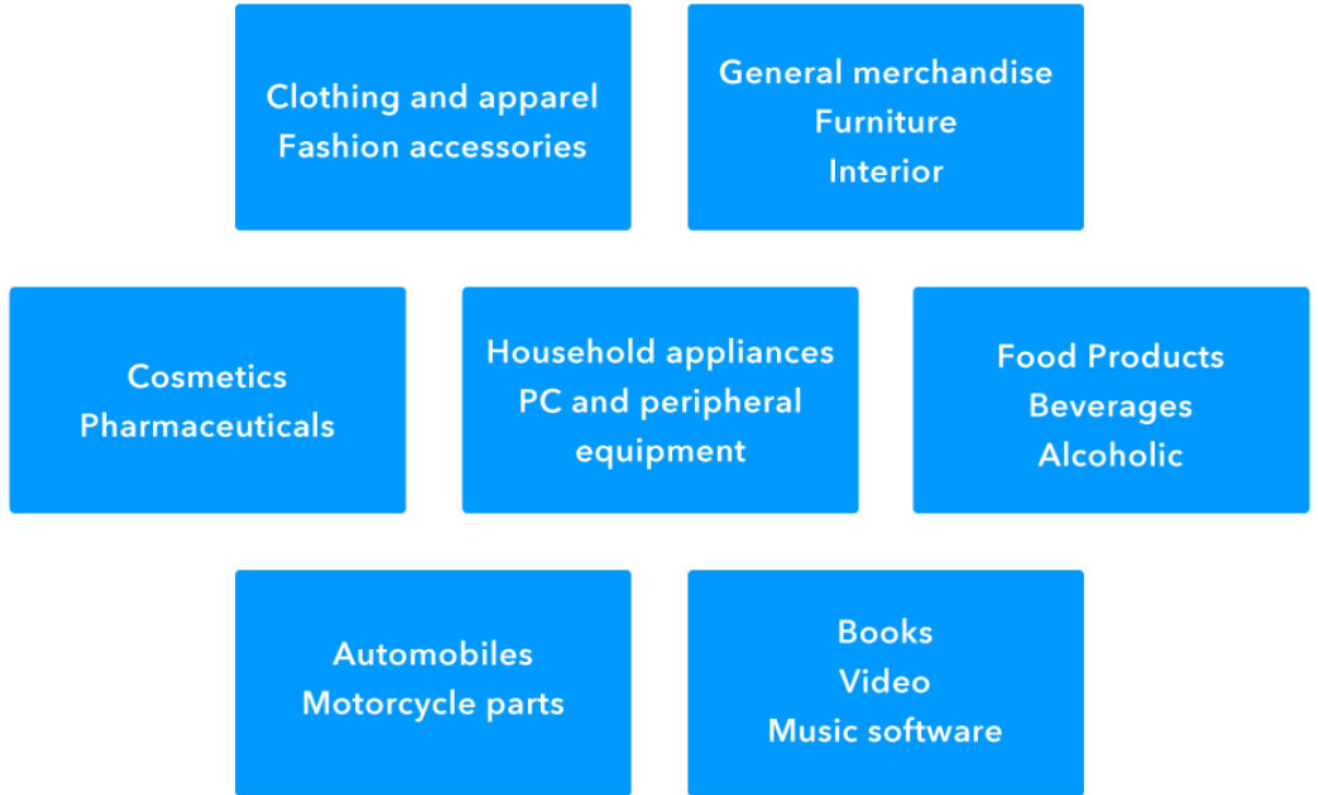
Next Engine —Main functions

- 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

Next Engine —Clients



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
—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

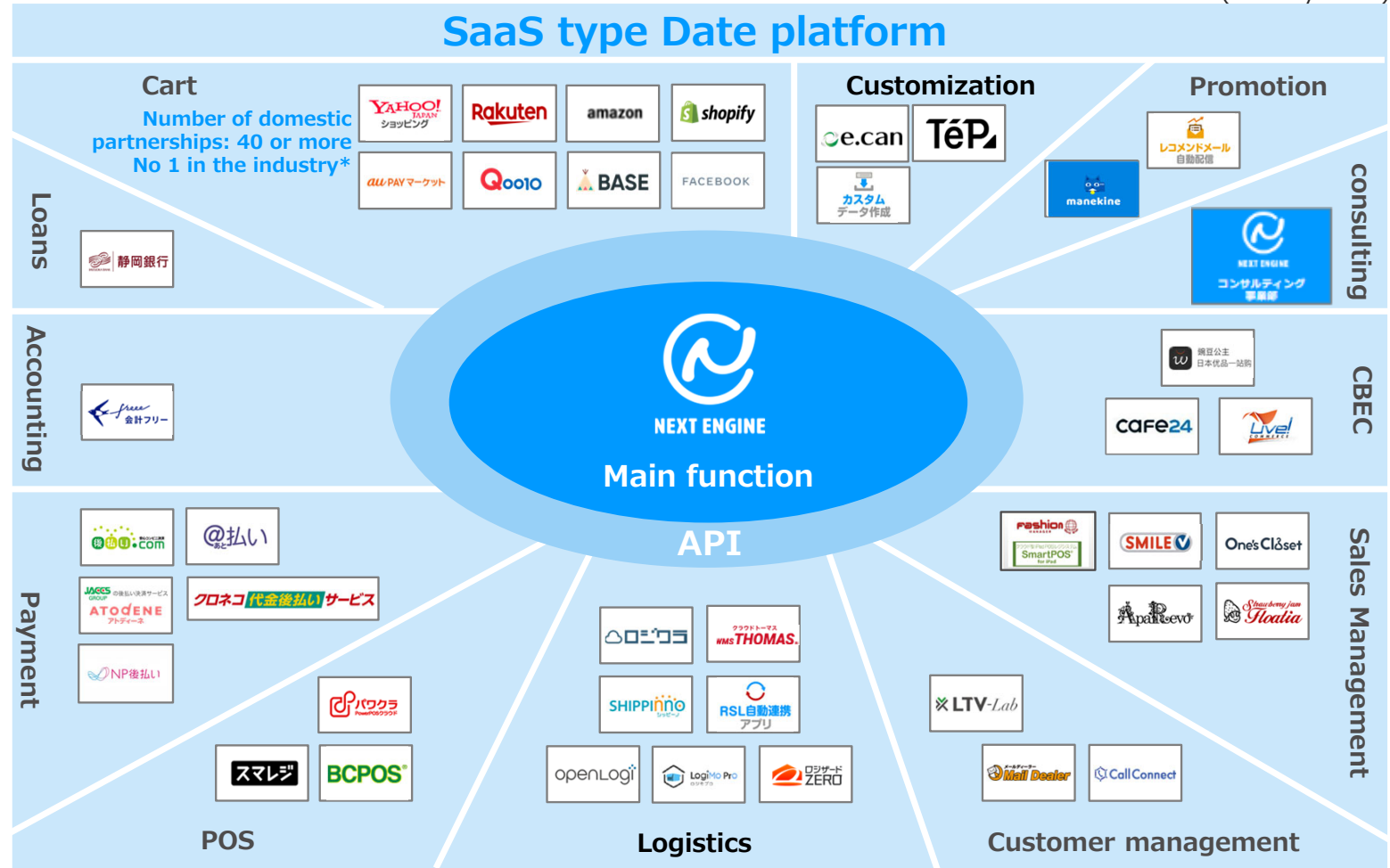
**Resilient
Customization**

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

Next Engine —Strengths

Platform

(Partially listed)

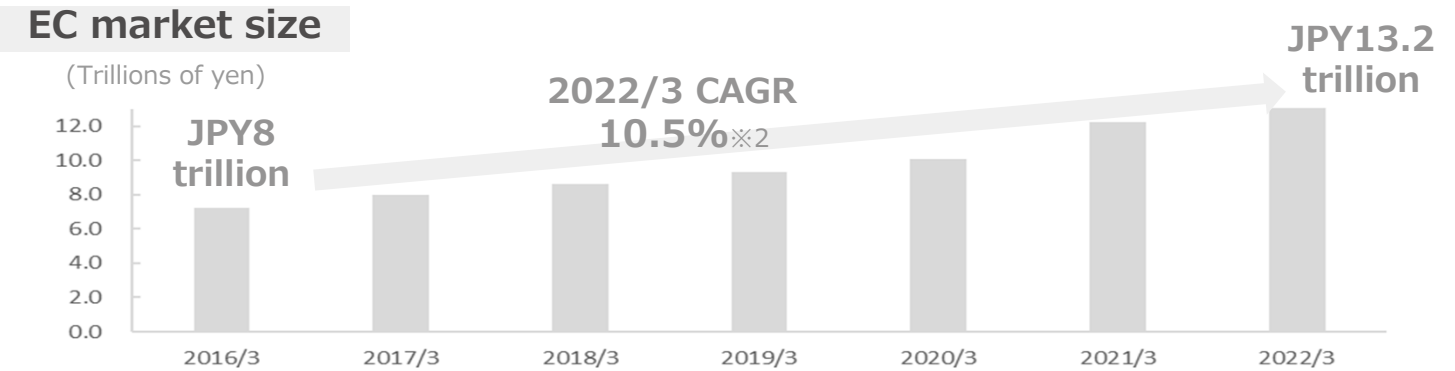
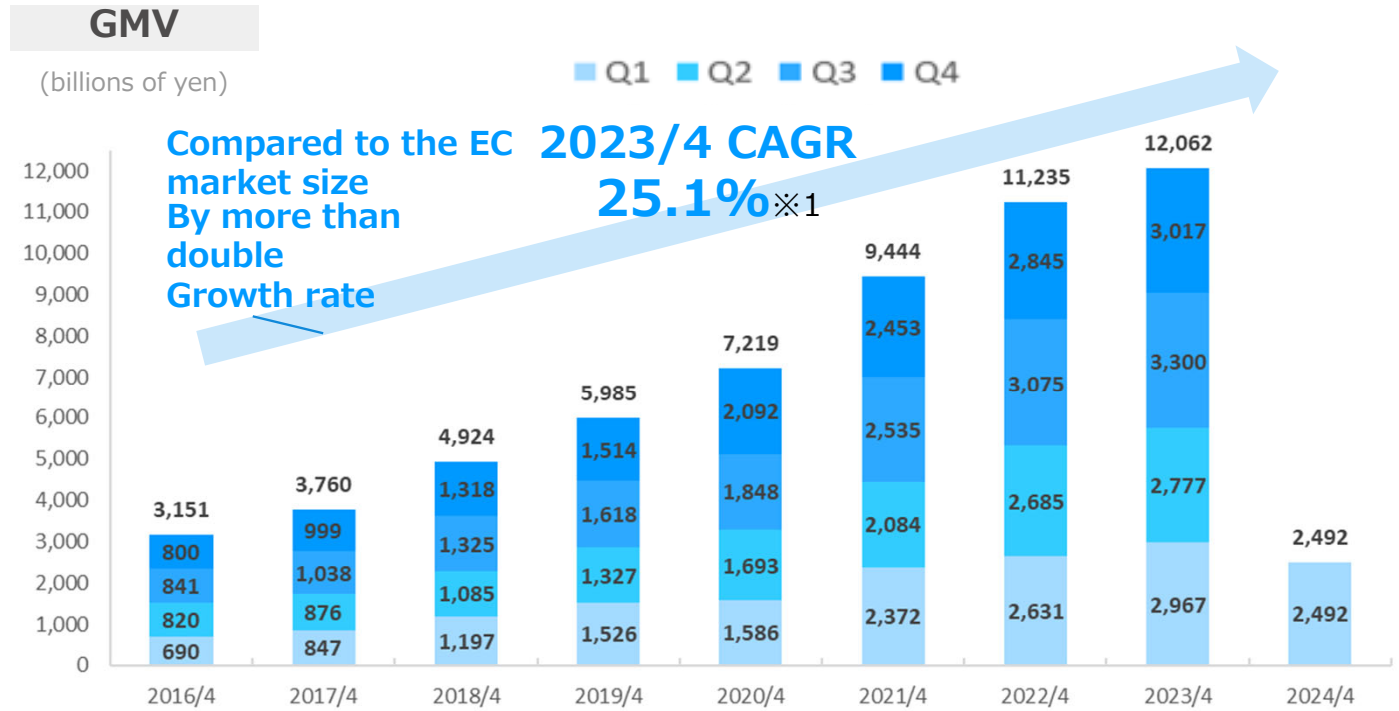


※ In house research, as of the end of October 2022

Next Engine —GMV trends

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

Platform



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

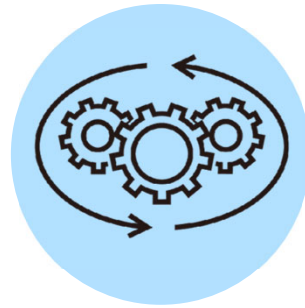
※2 In the Survey of E-Commerce conducted by the Ministry of Economy, Trade and Industry, deemed fiscal March 2016 (fiscal 2015) as the first year. Calculated by us from "Market Size of BtoC-EC in the Data Sales Field."

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

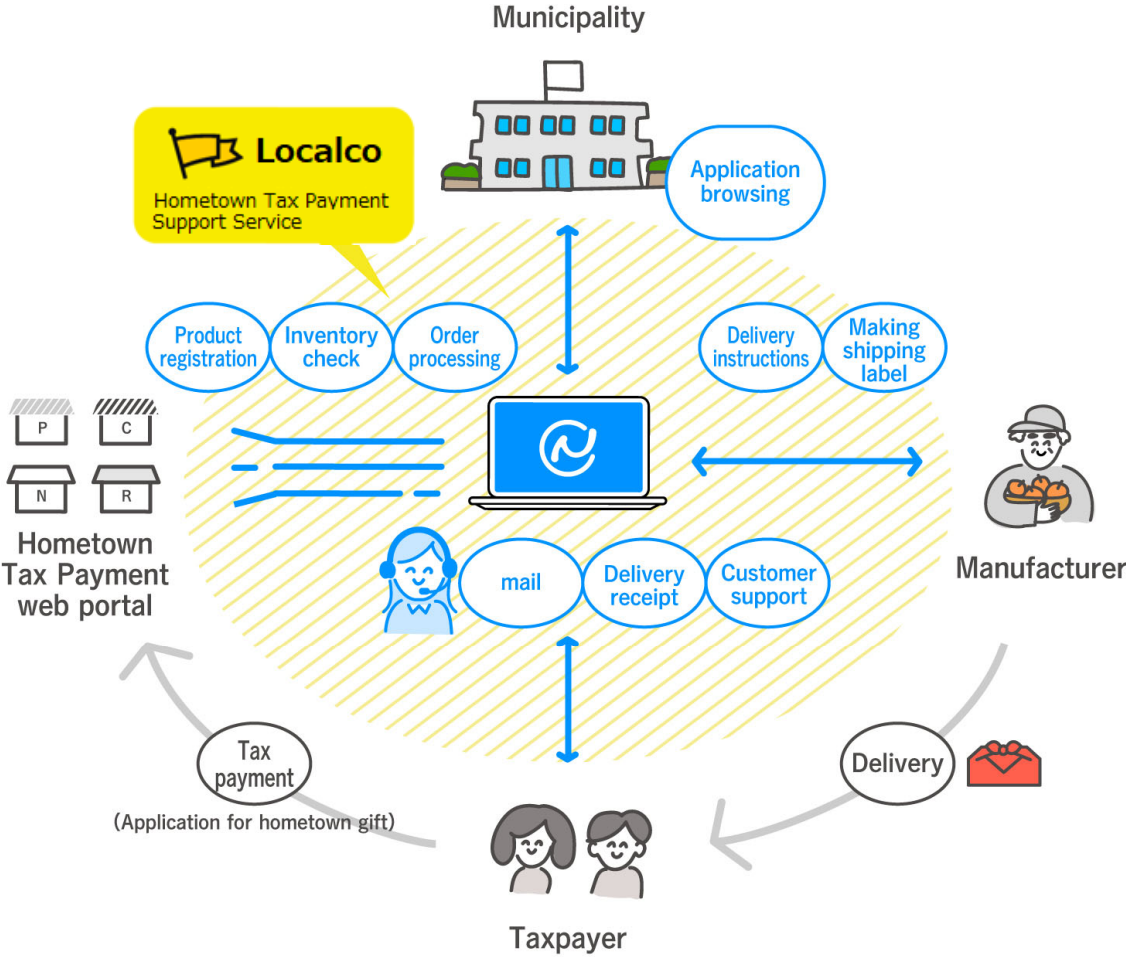
Operates EC sites that generate complicated operations from upstream to downstream, acting on behalf of customers in response to their requests.



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.

Localco Business —Business Activities



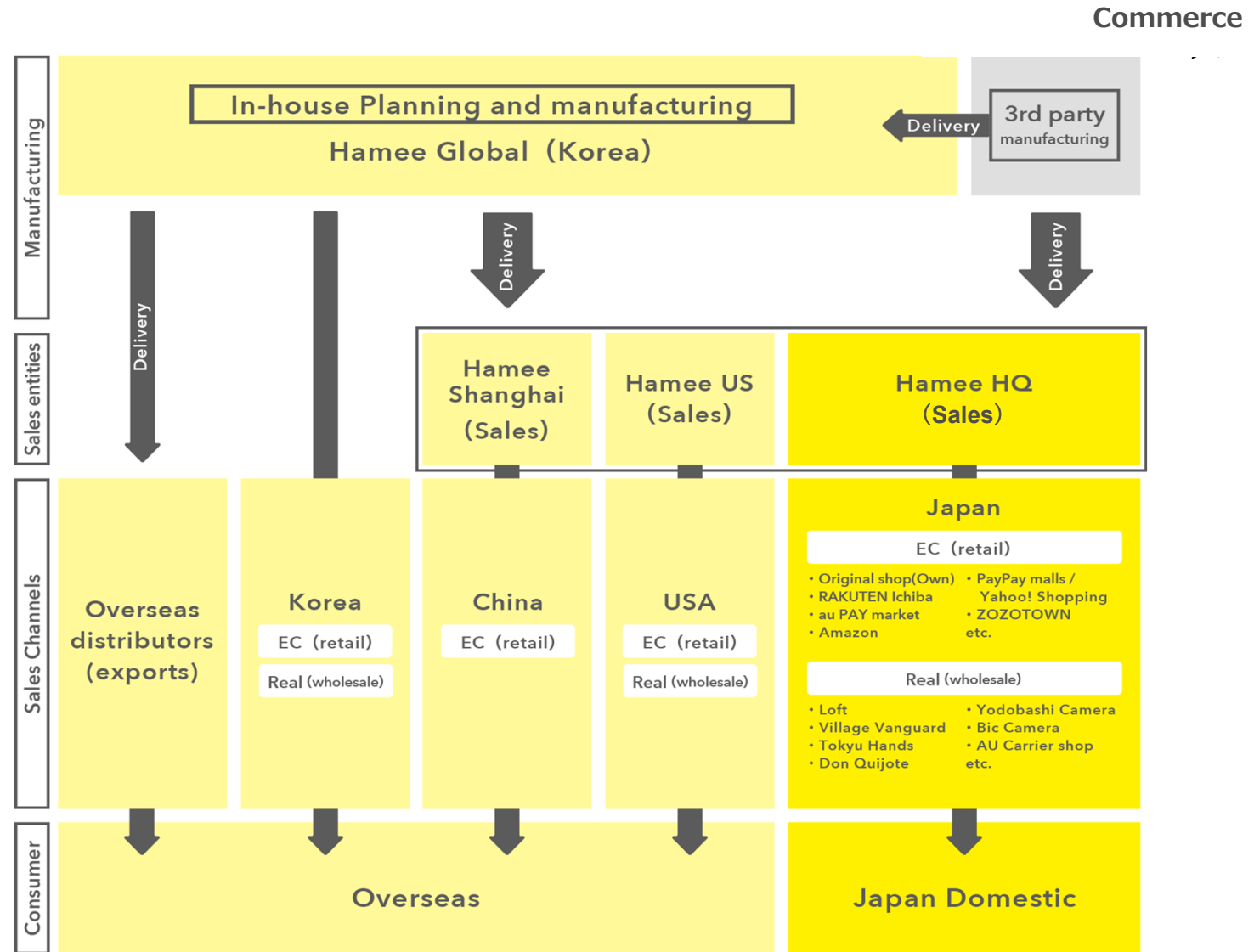
Business Overview

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 production

With iFace branding Leveraging Growth

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

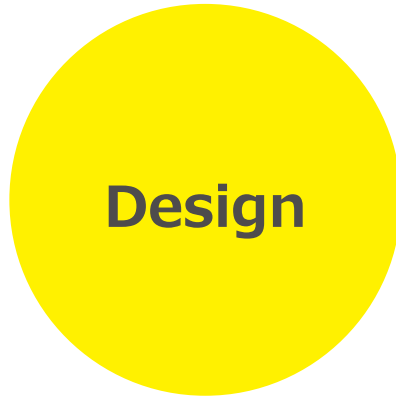


Launch new brand by using brand management that gained in the process of growth iFace

- Salisty, Andmesh

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

iFace
—Strengths

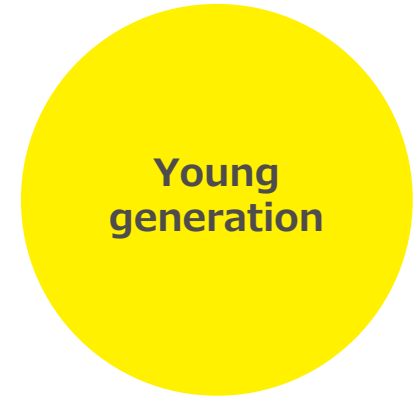


The design takes into account not only functionality such as impact resistance, but also the expressions of personality such as unique curve and abundant color valuations.



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)



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)

iFace —Recognition

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

※Our Survey

Survey period: December, 2021

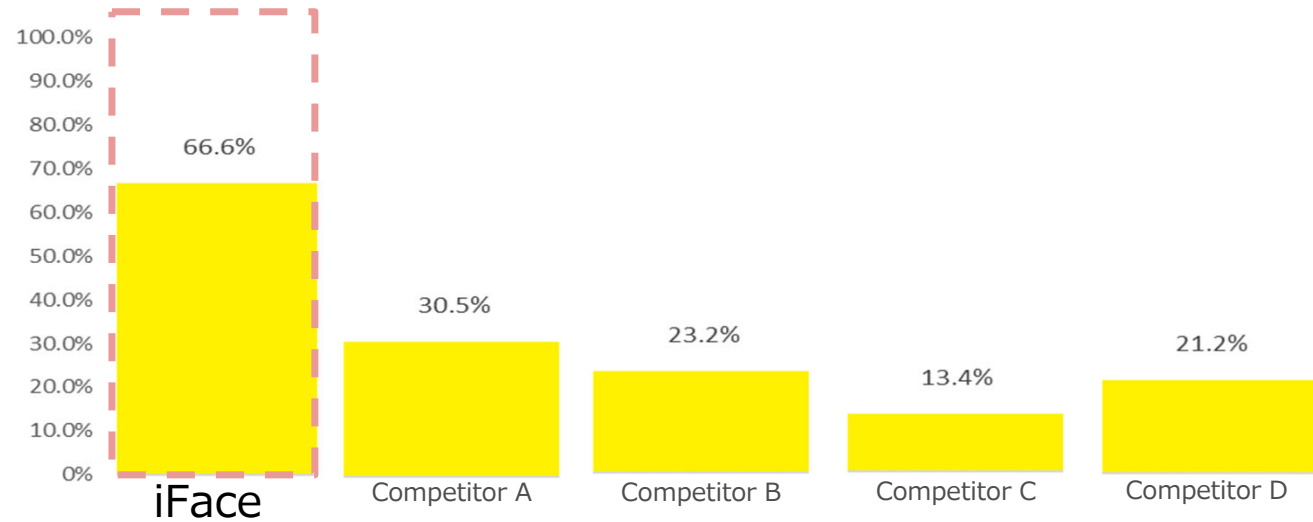
Number of researchers: 599 women in their teens/638 women in their early 20s

Survey method: Internet survey

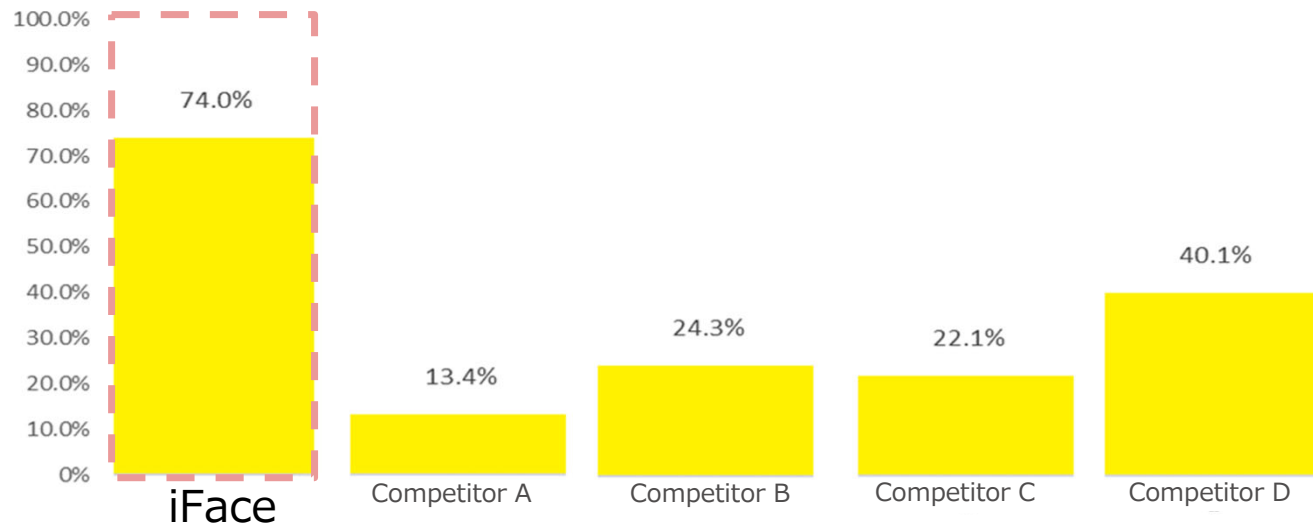
Target: Women aged 15-24

(smartphone users)

Brand Recognition (Women in their late teens)



Brand Awareness (Women in their early 20s)



Commerce

High designability + Series expansion + Peripheral accessories development

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.
- **Hang and**
A new product that comes with a shoulder strap that keeps the trend in check launchd in February.

• First Class



• Reflection



• Look in Clear



• Tablet Case



Develop peripheral accessories

• Hang and



• Finger Ring Holder • Compact Wallet



• Grip On Silicone Case

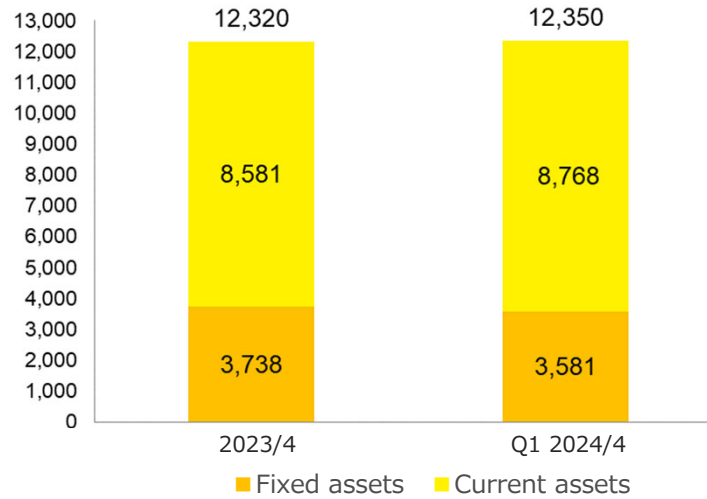


Reference Information

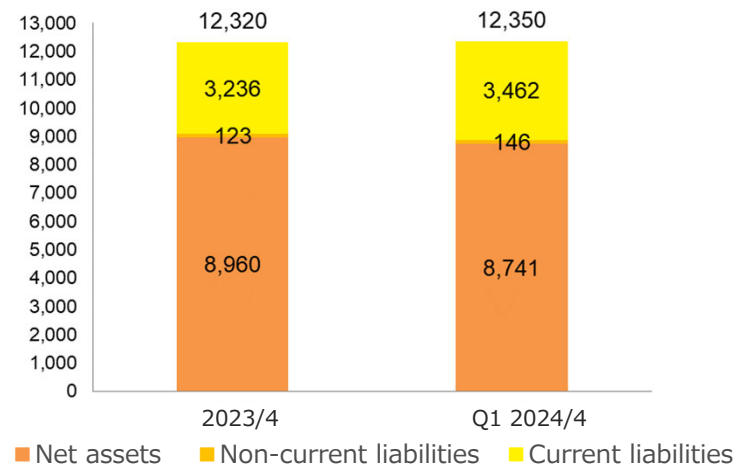
Q1 FY04/24 Consolidated Balance Sheet

Commerce

(Millions of yen)



(Millions of yen)



(Millions of yen)

Current assets		8,768	(186)
■ Cash and deposits	3,175	(△359)	
■ Notes and accounts receivable	1,781	(△15)	
■ Merchandise	1,925	(281)	
■ Others	1,836	(239)	

Fixed assets		3,581	(△156)
■ Property, plant and equipment	1,548	(40)	
■ Intangible assets	827	(1)	
■ Investments and other assets	1,205	(△199)	

Current liabilities		3,462	(225)
■ Short-term loans	1,700	(400)	
■ Others	297	(99)	

Non-current liabilities		146	(22)
■ Others	112	(0)	

Net assets		8,741	(△218)
■ Retained earnings	7,337	(△496)	

Next Engine indicators

Fiscal Year	2023/4					2023/4
	Q1	Q2	Q3	Q4	Full year	Q1
Number of clients	5,560	5,598	5,651	5,772	5,772	5,917
Number of stores introduced (stores)	43,049	44,221	45,116	45,937	45,937	46,865
GMV (Billions of yen)	296	277	330	301	1,206	2,492
ARPU (yen)	35,833	34,434	36,864	34,977	35,527	35,392
Monthly churn rate	0.80%	1.04%	0.95%	1.00%	0.95%	0.94
Number of orders received (ten thousand)	3,924	3,587	4,117	3,731	15,359	3,496
LTV(Lifetime Value) (yen)	4,493,902	3,323,480	3,881,696	3,500,899	3,799,994	3,784,611

※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)

				2023/4				2024/4
				Q1	Q2	Q3	Q4	Q1
売上高			Mobile Life Business	1,557	2,025	1,736	1,838	1,613
			Gaming Accessories Business	188	159	230	190	180
			Cosmetics Business	23	47	72	151	317
			New Business investment	18	18	25	38	29
			Total domestic commerce	1,798	2,257	2,064	2,218	2,139
			Global Business	543	458	795	534	397
			Commerce segment total	2,331	2,709	2,860	2,753	2,537
			Next Engine Business	597	580	618	603	628
			Consulting Business	120	148	103	100	100
			Localco Business	55	90	323	39	52
			Platform Segment Total	774	819	1,045	743	781
		Total sales	3,106	3,527	3,908	3,496	3,316	

Results for each Business —Operating income

(Millions of yen)

Summary of Business Figures
(Accounting Period)

				2023/4				2024/4
				Q1	Q2	Q3	Q4	Q1
Segment Income			Mobile Life Business	313	410	324	174	324
			Gaming accessories Business	2	7	0	△7	△4
			Cosmetics Business	△110	△138	△136	△104	△68
			New Business investment	△54	△57	△51	△96	△62
			Functional Departments	△26	△26	△17	△35	△83
			Total domestic commerce	134	202	120	△69	106
			Global Business(including deduction of unrealized gains, etc.)	35	15	171	97	△19
			Commerce Segment Total	159	217	291	27	87
			Platform Segment Total	322	333	538	315	349
			Total Segment Income	482	550	829	342	436
		Adjusted amount	△234	△224	△234	△241	△261	
		Operating income	248	326	595	101	174	

Shareholder Returns —Dividend per share

① Linked to performance

We will return profits to shareholders in accordance with profit growth.

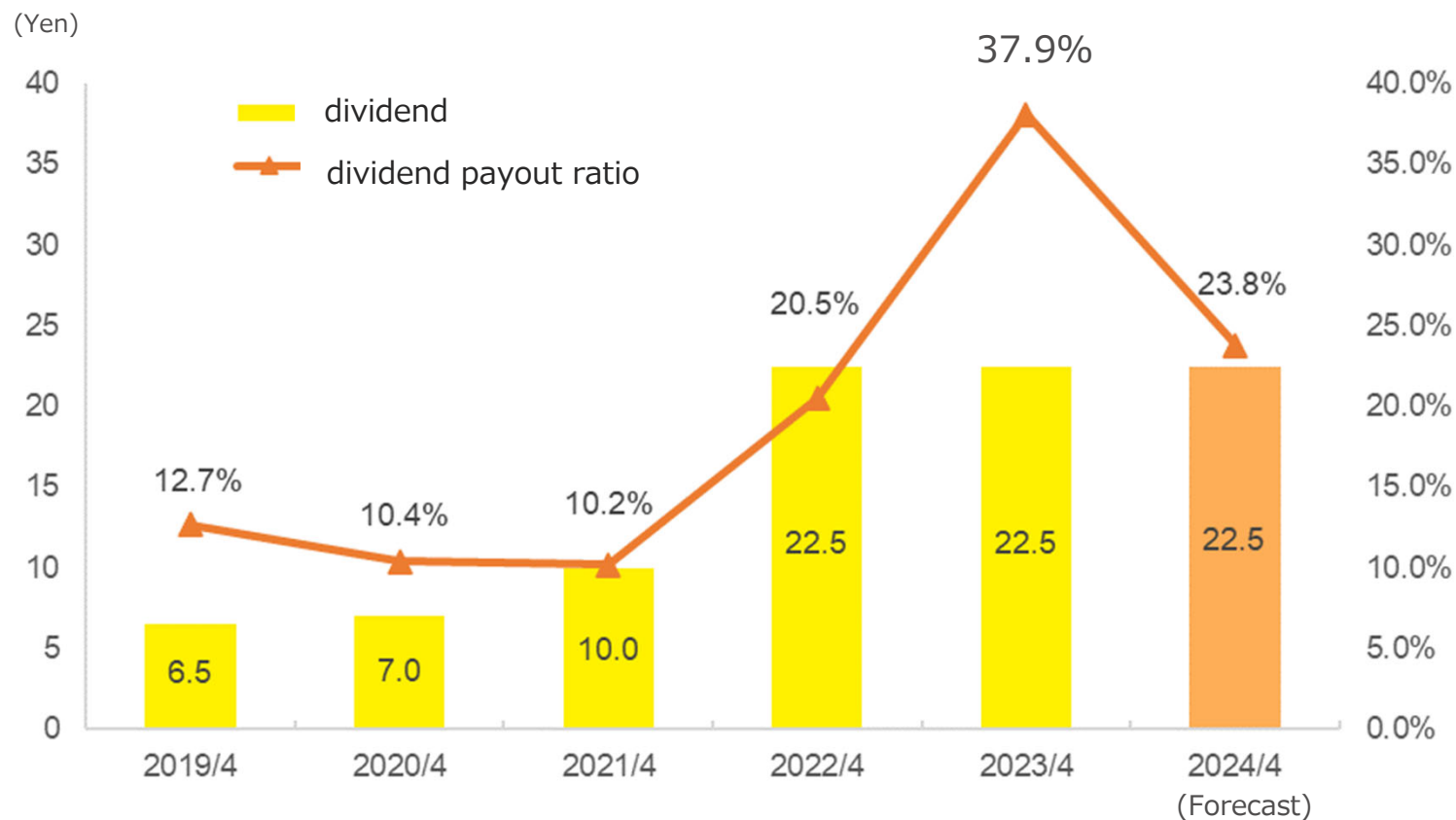
Maintain a dividend payout ratio of 20% or more

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.

Consolidated

Dividend amount





For inquiries about this material and IR, please contact the following.

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