



December 25, 2023

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(Updated) Notice of Partial Correction of “FY24.3 Q2 Earnings Report”

Foodison, Inc. hereby announces corrections to the "FY24.3 Q2 Earnings Report" published on November 13, 2023, as shown below.

1. Reason for corrections

There were errors in the texts and numbers in the following pages of "FY24.3 Q2 Earnings Report" published on November 13, 2023.

- Page 5 of “FY24/3 Q2 Financial Highlights”
- Page 17 of “BtoB Commerce | Revenue by Cohort”

2. Details of correction

The corrections to the numbers are as follows.

- New Cohort Revenue (P.5 and P.17)
Before: 100MM JPY (Y/Y +106.7%)
After: 77MM JPY (Y/Y +59.4%)
- Existing Cohort Revenue (P.17)
Before: 1,059MM JPY (Y/Y +30.9%)
After: 1,082MM JPY (Y/Y +33.7%)

The revised "FY24.3 Q2 Earnings Report" has been replaced on our website. Please refer to the following link for the revised material.

URL : <https://foodison.jp/en/ir>

Please refer to the Attachment for corrections in the materials. Corrections are enclosed in red squares.

(1) Page 5 of “FY24/3 Q2 Financial Highlights”

Before Correction:

FY24/3 Q2 Financial Highlights

Financial Results

Financial Highlights

Key metrics of BtoB Commerce resulted in solid growth

- **New Cohort Revenue had significant growth mainly due to the positive effect of the increase in advertising expense ratio from this fiscal year**
 - BtoB Commerce Revenue 1,164 MM JPY (Y/Y +34.9%)
 - Active Users 3,851 Users (Y/Y +18.2%)
 - ARPU 100,321 JPY (Y/Y +14.4%)
 - New Cohort Revenue 100MM JPY (Y/Y +106.7%)

BtoB Commerce and BtoC Commerce have begun to structurally expand their gross profit margins, showing an upward trend

- **BtoB Commerce is implementing structural change to expand the margins which has shown some results**
- **BtoC Commerce has adopted stricter rules to maintain loss from the disposals**
 - Gross Profit Margin excluding HR 32.1% (Q/Q +1.0pts)

New Fulfilment Center⁽¹⁾ establishment started operation smoothly

- **OPEX ratio increased Q/Q due to one-time expenses and higher fixed costs associated with the opening, but was in line with the plan**
- **Posted an extraordinary gain of 41MM JPY due to the acquisition of new FFC equipment**
 - OPEX Ratio 35.3% (Q/Q +2.9pts)

5 (1) “FFC” hereinafter

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After Correction:

FY24/3 Q2 Financial Highlights

Financial Results

Financial Highlights

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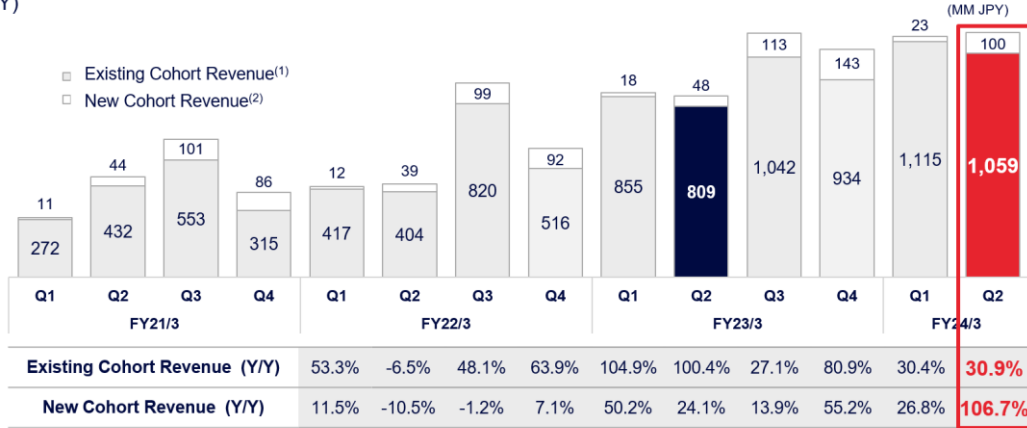
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(2) Page 19 of “BtoB Commerce | Revenue by Cohort”

Before Correction:

BtoB Commerce | Revenue by Cohort Financial Results

- Existing cohort revenue had steady growth of **+30.9%**
- As a result of the increased advertising expense, the growth rate of New Cohort Revenue had a rapid growth of **+106.7%** (Y/Y)

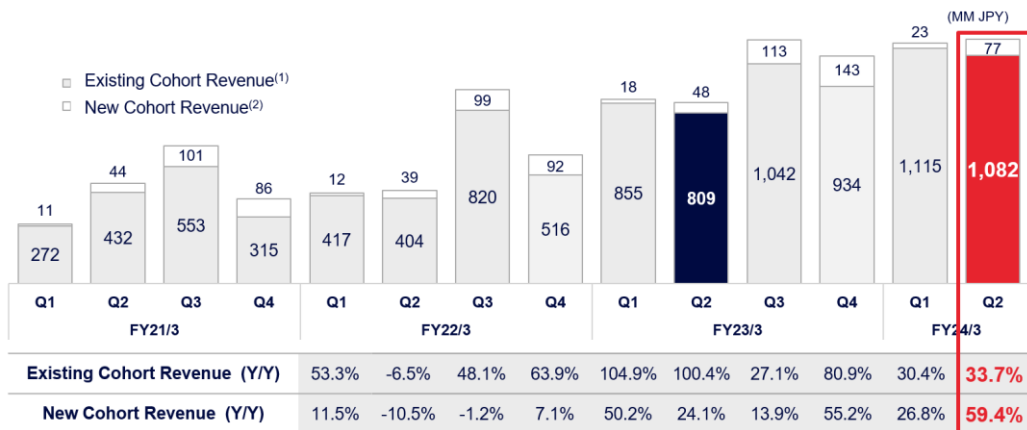


(1) "Existing Cohort Revenue" are the sum of quarterly sales generated by users enrolled before the previous fiscal year
 (2) "New Cohort Revenue" are the sum of quarterly sales brought by newly registered users in the same fiscal year as the year of enrollment

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BtoB Commerce | Revenue by Cohort Financial Results

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