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February 14, 2024

## Consolidated Financial Results for the Fiscal Year Ended December 31, 2023 (Japanese GAAP)

Company name: BuySell Technologies Co., Ltd.  
 Listing: Tokyo Stock Exchange  
 Securities code: 7685  
 URL: <https://buysell-technologies.com/>  
 Representative: Kyohei Iwata, President and CEO  
 Inquiries: Koji Ono, CFO  
 Telephone: +81-03-3359-0830  
 Scheduled date of annual general meeting of shareholders: March 22, 2024  
 Scheduled date to commence dividend payments: March 25, 2024  
 Scheduled date to file annual securities report: March 22, 2024  
 Preparation of supplementary material on financial results: Yes  
 Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Consolidated financial results for the fiscal year ended December 31, 2023 (from January 1, 2023 to December 31, 2023)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2023	42,574	26.2	2,798	(24.3)	2,754	(25.0)	1,453	(35.9)
December 31, 2022	33,724	36.0	3,694	59.6	3,672	60.0	2,268	72.6

Note: Comprehensive income For the fiscal year ended December 31, 2023: ¥1,451 million [(36.0)%]  
 For the fiscal year ended December 31, 2022: ¥2,269 million [72.6%]

Fiscal year ended	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
	Yen	Yen	%	%	%
December 31, 2023	100.11	99.57	17.5	14.1	6.6
December 31, 2022	158.28	156.59	35.8	26.3	11.0

Reference: Share of profit (loss) of entities accounted for using equity method  
 For the fiscal year ended December 31, 2023: ¥ - million  
 For the fiscal year ended December 31, 2022: ¥ - million

#### (2) Consolidated financial position

As of	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
December 31, 2023	21,320	8,610	39.5	589.51
December 31, 2022	17,644	8,238	46.2	560.38

Reference: Equity  
 As of December 31, 2023: ¥8,421 million  
 As of December 31, 2022: ¥8,151 million

### (3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
December 31, 2023	1,239	(1,612)	1,050	7,682
December 31, 2022	2,969	(2,349)	1,588	7,005

### 2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
Fiscal year ended December 31, 2022	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
December 31, 2022	-	0.00	-	20.00	20.00	290	12.6	4.5
December 31, 2023	-	0.00	-	25.00	25.00	357	25.0	4.3
December 31, 2024 (Forecast)	-	0.00	-	25.00	25.00		18.9	

### 3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2024 (from January 1, 2024 to December 31, 2024)

(Percentages indicate changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ended June 30, 2024	24,550	25.5	1,390	5.8	1,350	4.5	710	11.7	49.7
Full Year	52,480	23.3	3,400	21.6	3,310	20.2	1,890	30.0	132.30

#### \* Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): Yes

New inclusion: one company (NISSO Co.,Ltd)

Exclusion: -

(2) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: None

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(3) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2023	14,585,640 shares
As of December 31, 2022	14,546,728 shares

(ii) Number of treasury shares at the end of the period

As of December 31, 2023	300,129 shares
As of December 31, 2022	91 shares

(iii) Average number of shares outstanding during the period

Fiscal year ended December 31, 2023	14,516,501 shares
Fiscal year ended December 31, 2022	14,334,729 shares

## [Reference] Overview of non-consolidated financial results

### 1. Non-consolidated financial results for the fiscal year ended December 31, 2023 (from January 1, 2023 to December 31, 2023)

#### (1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2023	27,682	11.4	766	(68.1)	722	(69.7)	476	(70.1)
December 31, 2022	24,852	31.2	2,401	36.2	2,385	36.4	1,594	46.3

Fiscal year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
December 31, 2023	32.82	32.64
December 31, 2022	111.23	110.04

#### (2) Non-consolidated financial position

As of	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
December 31, 2023	16,320	6,740	40.1	458.61
December 31, 2022	14,736	7,345	49.3	498.99

Reference: Equity

As of December 31, 2023: ¥6,551 million

As of December 31, 2022: ¥7,258 million

<Reasons for differences between the non-consolidated financial results and those for the previous fiscal year>

In the current fiscal year, "Net sales" increased by 11.4% year-on-year to 27,682 million yen due to the opening of new stores. However, "Operating profit", "Ordinary profit" and "Profit" are lower than the previous year's actual results due to the additional investment in advertising.

In addition, "Net assets" are lower than the previous year's actual results due to the decrease in "Net assets" resulting from the acquisition of treasury shares.

\* These financial results are outside the scope of audit by a certified public accountant or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

The earnings forecasts and other forward-looking statements herein are based on information that is available and certain assumptions deemed reasonable as of the date of publication of this document. Actual results may differ significantly from these forecasts due to a wide range of factors.