

Mar 15, 2024

To All Concerned Parties

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**Monthly Information for February 2024**

We are pleased to announce the monthly results of our " At-home pick up business " and "Group store purchase business and other purchase business" for the month of February.

Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment.

The next monthly report for March 2024 is scheduled to be released on April 15, 2024.

**<At-home pick up business>**

**■Number of inquiries**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of Inquiries	33,733	32,227					
YoY	91%	107%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of Inquiries							
YoY							

**■Number of visits**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	19,837	19,174					
YoY	106%	106%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits							
YoY							

(Full-year Number of visit plan: 284,800, progress rate: 13.7%)

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570					
YoY	129%	123%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

<Group store purchase business and other purchase business>

■Amount of purchases (Million yen)

FY2024	Jan*	Feb	Mar	Apr	May	Jun	1H
A of purchases	1,386	1,494					
YoY	183%	208%					

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases							
YoY							

■Number of Stores

	End of previous period (A) (Dec. 2023)	Jan. 2024 (B)	Feb. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(B)-(A)	(C)-(B)	
BuySell Technologies	23	23	25	+2	+2	Matsudo and Hiroshima
TIMELESS	26	26	25	-1	-1	Ichinomiya, Meitetsu
Four-Nine (direct management)	19	19	19	-	-	
Four-Nine (franchises)	200	202	203	+3	+1	2 stores opened, 1 store closed
NISSO	5	5	5	-	-	
Group total	273	275	277	+4	+2	

■Monthly Additional Comments

<p>&lt;At-home pick up business&gt;</p> <ul style="list-style-type: none"> <li>Although offline advertising was affected by heavy snowfall in the Tokyo metropolitan area in early February, digital advertising recovered the impact and the number of inquiries was 107% yoy, in line with the internal plan.</li> <li>The number of visits was 106% yoy, in line with the full-year plan, and the ratio of repeat visits to total visits in February rose to about 8.4%, leading to an increase in the number of visits. Purchase volume was also in line with expectations.</li> </ul>
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<Group store purchase business and other purchase business>

- Due to an increase in store openings and other factors, purchase volume continued to increase significantly YoY for both BuySell, Timeless, and Four-Nine. Purchase volume of newly consolidated NISSO was added.
- Timeless' "Meitetsu Ichinomiya store" was closed due to the closure of a department store. The Seibu Tokorozawa store was newly opened in March.

End.

**(note)**

- The above results are preliminary and may be revised at a later date.  
The Company has not been audited by an auditing firm.
- P/L consolidation of Four-Nine and Nisso began in October 2022 and January 2024, respectively.
- \*NISSO's purchase amount, which was not reflected in the January 2024 monthly report, is retroactively reflected in the January purchase amount of the Group's store purchasing business.
- Number of inquiries: Number of customer inquiries obtained through various promotional advertisements.
- Number of visit: Number of visits to customers' homes by our field salespersons.
- Amount of purchases: Total amount of items purchased from customers (before elimination of intercompany transactions).

**(Assumptions for KPI disclosure in each business)**

● **At-home pick up business**

**Disclose "Number of inquiries," "Number of visits," and "Amount of purchases" as monthly KPIs.**

The number of inquiries, the number of visits, and the purchase amount are defined as key indicators of monthly progress in our main business, at-home pick up business (on a non-consolidated basis), We define "number of inquiries," "number of visits," and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), on-site purchase business.

\*Based on the policy of expanding profitability, the Company has adopted a policy of disclosing "purchase amount" instead of "sales" as a monthly performance indicator for the "at-home pick up business", in order to strategically determine and execute the selection of sales channels and timing of sales according to inventory conditions and other factors.

Such purchases are recorded as net sales when they are sold after a certain period of time.

● **Group store purchase business and other purchase business.**

**Disclose "Amount of purchases" and "Number of Stores" as monthly KPIs.**

In addition to the Group's overall store purchase business (consolidated), this segment consists of home delivery purchasing, auction purchasing, and supplier purchasing. The "number of stores" and "amount of purchases" are defined as disclosed KPIs as important indicators of monthly progress in this business.