

Q2 FY24 Financial Results

April 12, 2024

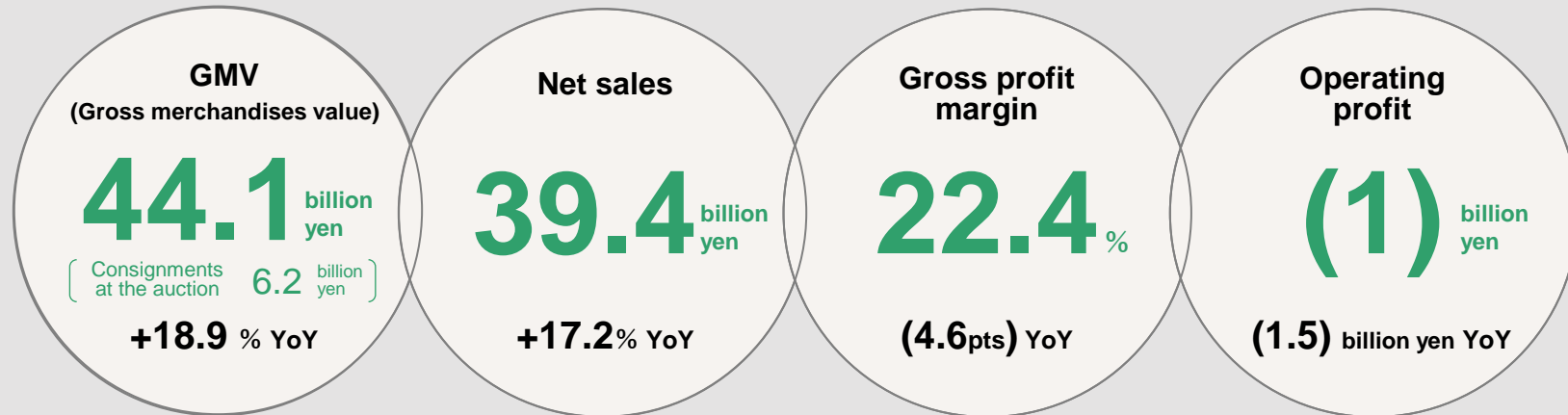
Valuence Holdings Inc.
(Securities Code: TSE Growth 9270)

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Financial Results

Summary for Q2 FY24 (Cumulative)



The market for watches and other products (excluding bullion) remained weak. No significant changes from Q1 in external conditions.

- Retail sales increased due to the opening of ALLU Shinsaibashi ANNEX and inbound demand. Bullion sales also increased due to the continued high level of bullion market prices. As a result, net sales increased by 17.2% YoY to 39.4 billion yen.
- Despite an increase in the sales composition ratio of retail sales, the gross profit margin declined by 4.6 points YoY to 22.4% due to factors such as an increase in the purchase unit price accompanying intensified purchasing competition, a decrease in the gross profit margin from retail sales compared to normal due to sales of high-priced products, and a rise in the sales composition ratio of bullion sales.
- While upfront spending such as enhancing WEB marketing continued, we began reviewing staffing and streamlining buying offices. As a result, SG&A expenses were kept down by 380 million yen compared to forecasts, but operating loss was 1 billion.

Financial Results for Q2 FY24

- Net sales increased by 20.5% YoY to 19.7 billion yen in Q2 FY24 (Dec. - Feb.) due to growth in retail and bullion sales. Gross profit margin decreased by 5.0 points YoY to 22.4%, mainly due to factors such as the increases in the unit purchase prices and sales of high-priced products in the retail, despite the holding of SBA Hong Kong* and a recovery in demand from overseas partners in in-house auction.
- Despite expenses incurred from upfront spending such as rent expenses for ALLU Shinjuku (tentative name) and enhanced WEB marketing, the company has begun reviewing its staffing and improving buying offices efficiency. SG&A expenses in Q2 FY24 (Dec.-Feb.) increased by 18.3% YoY to 5,031 million yen. As a result, operating loss was 616 million yen.

*Diamond auction held once a quarter in Hong Kong.

(Million yen)	Q2 FY23	Q2 FY24	YoY	Q2 FY23 (Cumulative)	Q2 FY24 (Cumulative)	YoY (Cumulative)
Net sales	16,378	19,738	+20.5%	33,629	39,427	+17.2%
Cost of sales	11,903	15,323	+28.7%	24,544	30,586	+24.6%
Gross profit	4,474	4,415	(1.3%)	9,084	8,841	(2.7%)
Gross profit margin	27.3%	22.4%	(5.0pts)	27.0%	22.4%	(4.6pts)
SG&A expenses	4,253	5,031	+18.3%	8,579	9,893	+15.3%
Operating profit (loss)	221	(616)	-	505	(1,052)	-
Operating profit margin	1.4%	-	-	1.5%	-	-
Ordinary profit (loss)	226	(686)	-	485	(1,160)	-
Ordinary profit margin	1.4%	-	-	1.4%	-	-
Profit (loss) attributable to owners of parent	25	(493)	-	159	(897)	-

* All amounts are rounded down to the nearest million yen; all percentages are round off to one decimal place. (The same hereinafter)

Topics for Q2 FY24 (Dec. - Feb.)



Purchases

- In an environment where purchases are unlikely to grow due to seasonal factors, **purchases increased by 23.2% YoY to 14.1 billion yen** due to securing merchandise for retail and strong bullion market prices. The purchasing environment remained severe, mainly for bags, and the unit price of purchases trended upward.
- Expanded the alliances with financial institutions, etc., and purchases through alliances centered on “i’m green” with Isetan Mitsukoshi Ltd. continued to be strong.
- With the opening of six new buying offices overseas, there were **135 domestic offices and 44 overseas offices** at the end of Q2 FY24.



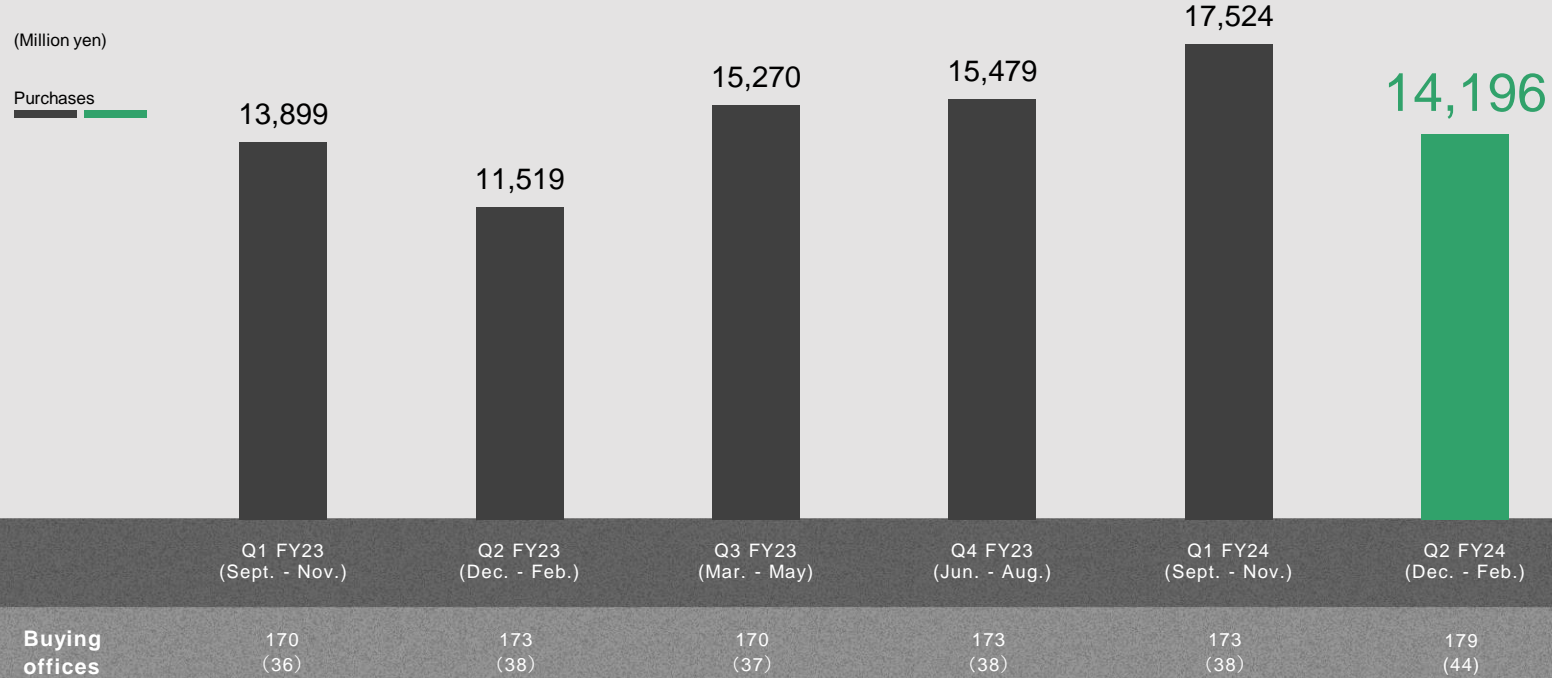
Sales

- SBA Hong Kong* and ALLU AUCTION, postponed in Q1 FY24, were held as planned in Q2. **Net sales increased by 20.5% YoY to 19.7 billion yen** due to growth in retail sales accompanying inbound demand and the opening of new retail stores, as well as an increase in sales of bullion.
- Consignment at in-house auction continues to perform well, with consignment ratio of the auction accounting for 25.8% of the auction GMV. New SaaS function has contributed to the strong performance of consignment at the auction, and the acquisition of users remains steady as well (Acquired one company each in February and March).
- The number of SBA’s overseas partners continues to grow steadily, achieving the 1,000 companies targeted in the medium-term management plan.

*Diamond auction held once a quarter in Hong Kong.

Purchases and Buying Offices

- Purchases increased by 23.2% YoY to 14.1 billion yen due to increased purchases of bullion and increased purchases of merchandise for the retail.
- Purchases decreased by 19.0% QoQ due to the declined purchases in buying offices with seasonal factors and a decrease in purchases of bullion accompanying the stabilization of the bullion market prices (compared to Q1 FY24).

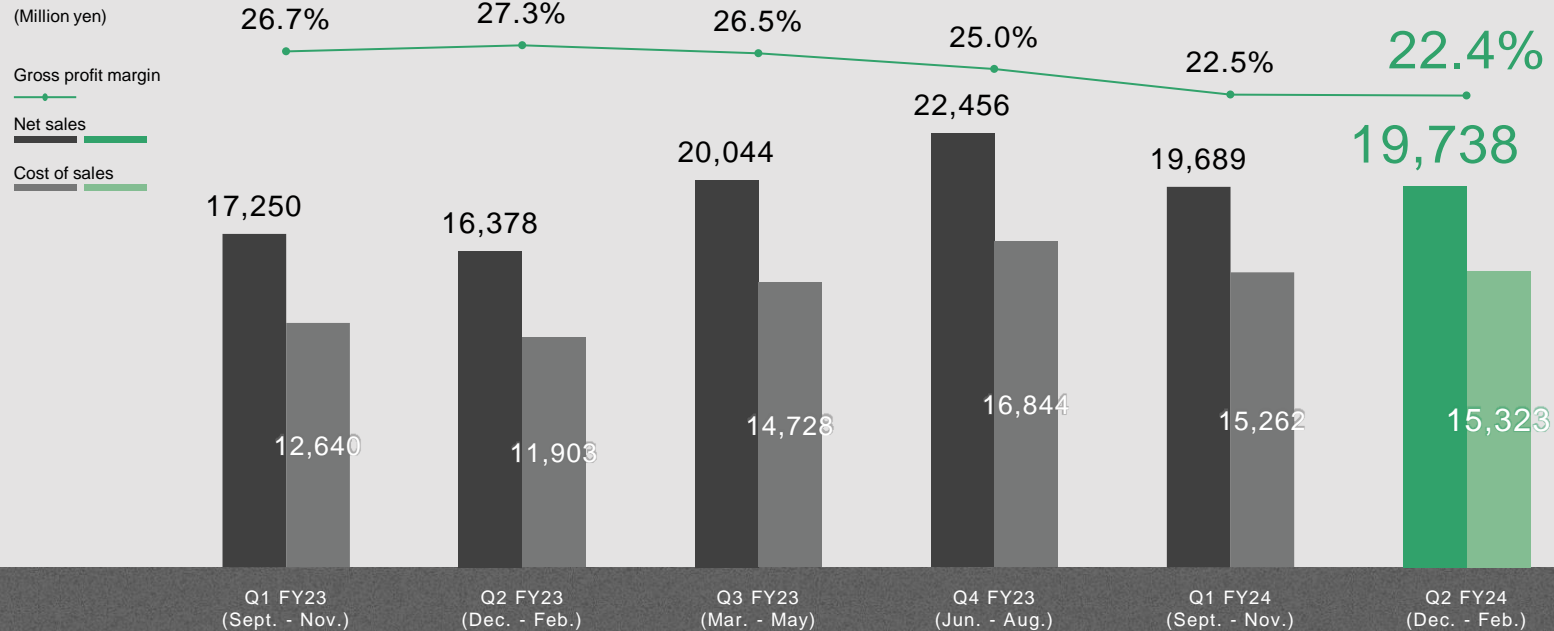


*1 Excluding purchase of YONE MORTORS CORPORATION, which was PL consolidated from Q3 FY23.

*2 No. of buying offices includes overseas buying offices. Nos. in parentheses indicate overseas buying offices.

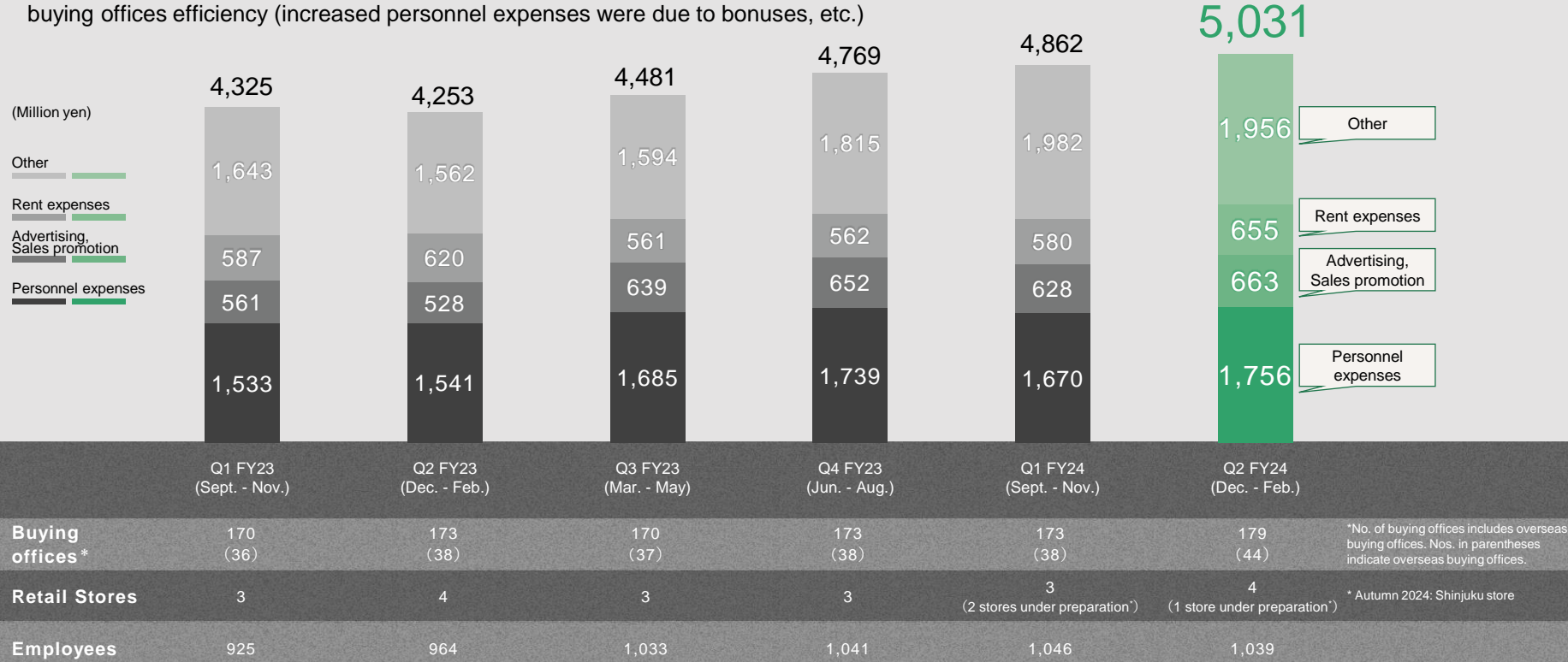
Net Sales and Gross Profit Margin

- Net sales increased by 20.5% YoY to 19.7 billion yen due to an increase in retail sales caused by the opening of new store and inbound demand, and an increase in bullion sales resulting from continued high market prices.
- Despite an increase in the sales composition ratio of the retail, the gross profit margin declined in the retail due to factors such as sales of higher-priced items and strengthened purchasing as part of the retail measures. The sales composition ratio of bullion also rose. As a result, the gross profit margin decreased by 5.0 points YoY to 22.4%.



SG&A Expenses

- Expenses increased due to upfront investment such as rent expenses for ALLU Shinjuku (tentative name) and enhancement of WEBmarketing, including those for retail and overseas purchasing. SG&A expenses were 5 billion yen due to review of personnel allocation and improvement of buying offices efficiency (increased personnel expenses were due to bonuses, etc.)



Balance Sheet

(Million yen)

	FY23	Q2 FY24	Difference
Current assets	19,227	21,628	+2,400
Cash and deposits	8,336	7,370	(965)
Merchandise	7,633	9,264	+1,630
Other	3,257	4,993	+1,735
Non-current assets	8,448	9,841	+1,393
Total assets	27,675	31,469	+3,794
Liabilities	18,841	23,770	+4,929
Interest-bearing debt*	15,260	20,259	+4,998
Short-term	12,069	10,914	(1,155)
Long-term	3,191	9,344	+6,153
Other	3,580	3,511	(69)
Net assets	8,834	7,699	(1,135)
Total liabilities and net assets	27,675	31,469	+3,794

- Increase due to expansion of purchases and securing of retail inventory. Inventory turnover is 50 days. (merchandise of YONE MOTORS CORPORATION is about 0.4 billion yen)
 - Retail inventory, which had been secured in Christmas, holiday shopping season, spring New Year's holiday season, etc., was sold, and decreased from the end of Q1 FY24.
- < Merchandise (excluding merchandise of YONE MOTORS CORPORATION) >
Q1 : 9.8 billion yen → Q2 : 8.8 billion yen
(decreased by 1 billion yen QoQ)

Mainly due to increase in consumption tax refund receivable, etc.

Increase due to an increase in security deposits at ALLU Shinjuku store (tentative name) and an increase in intangible assets associated with system-development, etc.

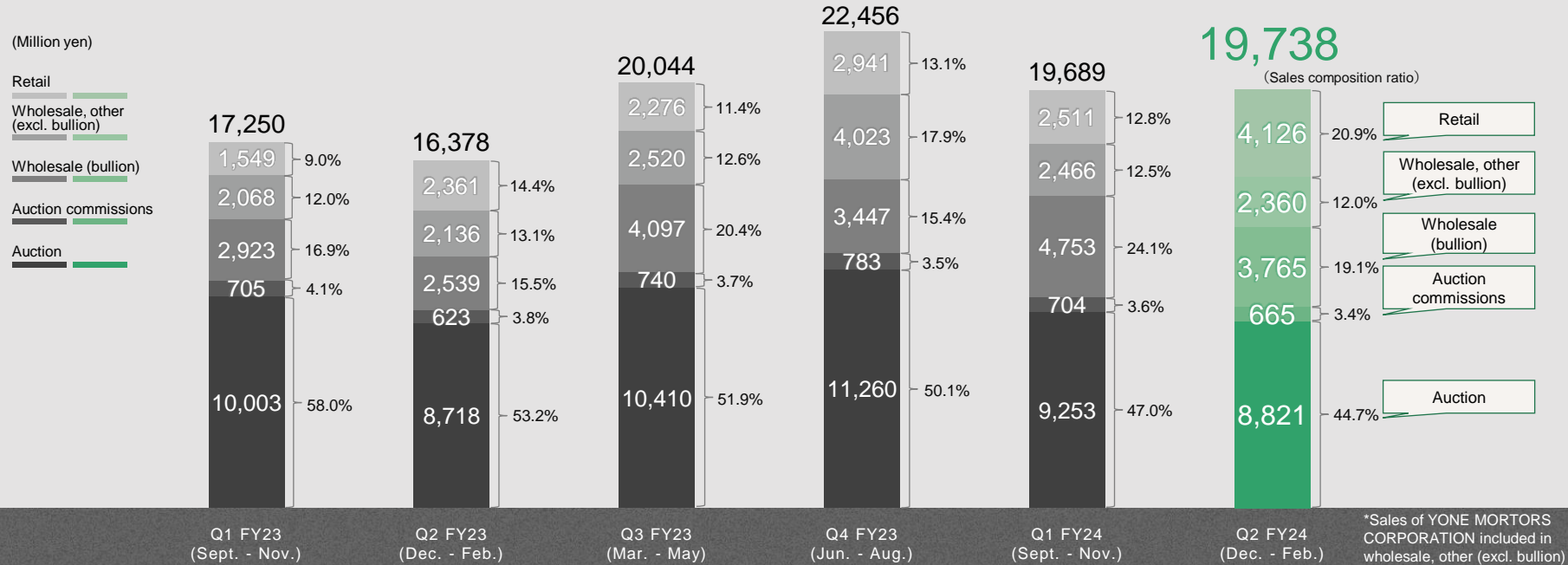
- Increase in long-term borrowings due to financing of purchases.
- Switched funding from short-term to long-term borrowings, raised the long-term borrowings ratio to realize stable financing and cash flow.

Due to the recording of quarterly net loss attributable to owners of the parent and the payment of dividends.

*Including lease obligations

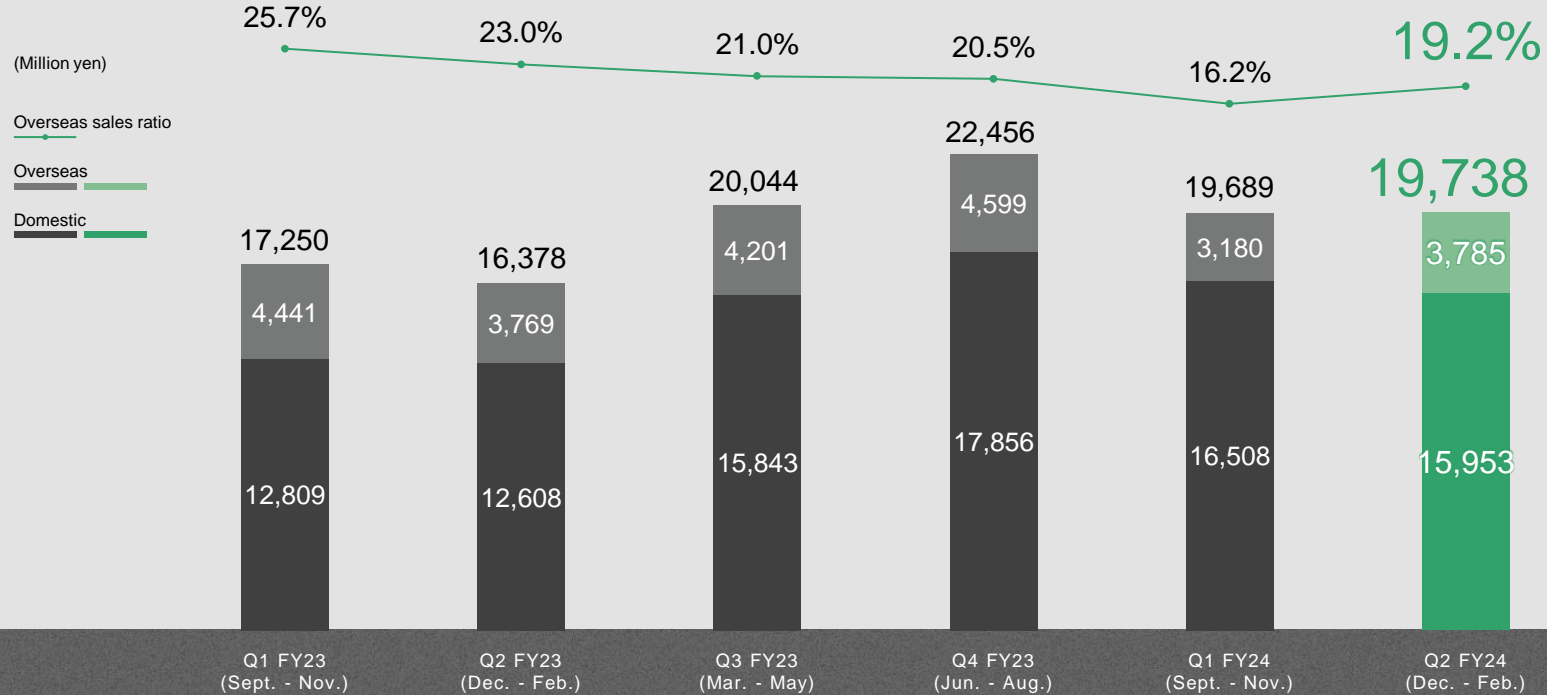
Net Sales by Channel (toB, toC)

- Although demand from overseas partners in in-house auction recovered, the auction sales were 8.8 billion yen because auction sales usually slow down in Q2 and inventory was sold in retail.
- Retail sales increased by 74.7% YoY to 4.1 billion yen by strengthening retail sales in line with the high-season for the retail market, opening new retail store, and demand from inbound tourists, and other factors.
- Wholesale (bullion) increased by 48.3% YoY to 3.7 billion yen due to continued high bullion market prices.



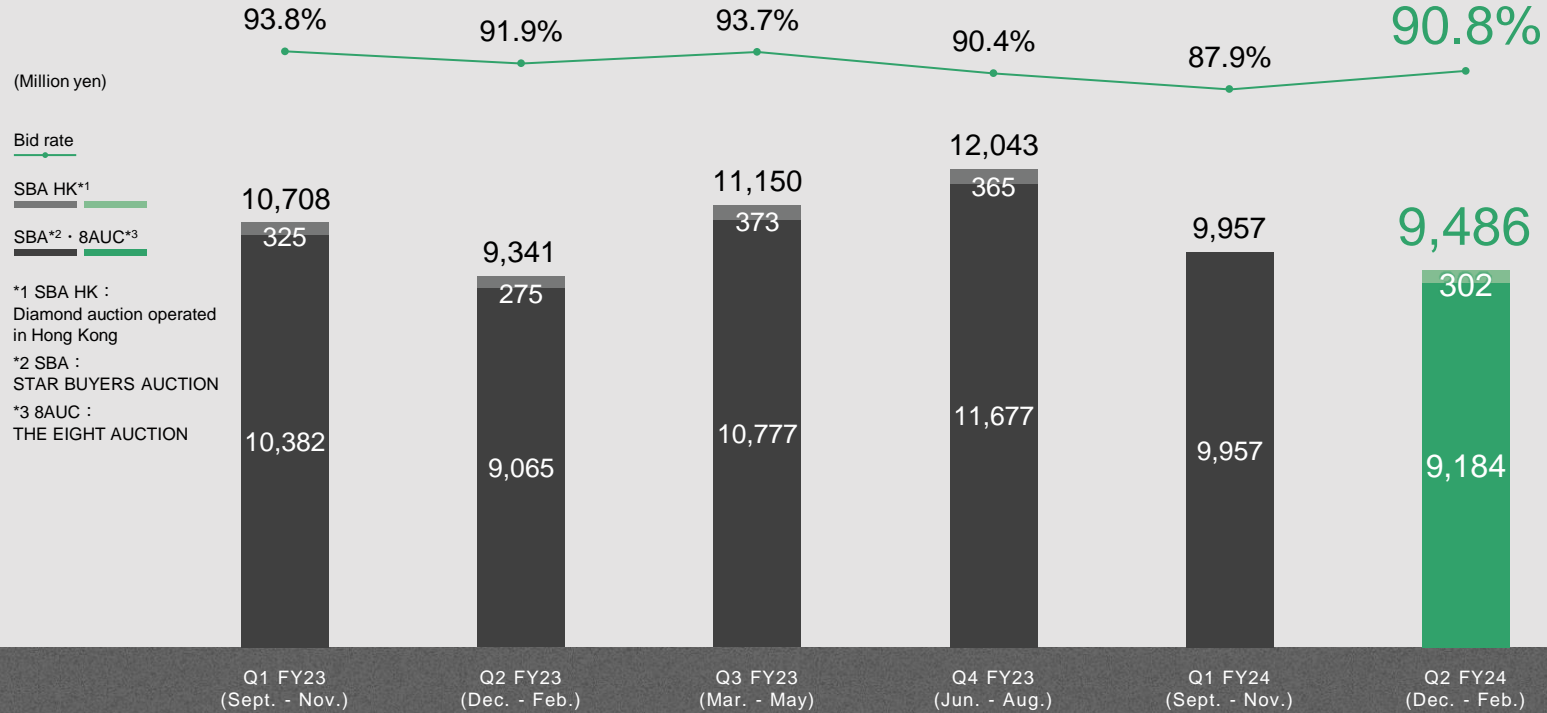
Net Sales by Channel (Domestic, Overseas)

- Overseas sales ratio increased by 3.0 points QoQ to 19.2% with recovering demand from overseas in-house auction partners mainly in the U.S., which had fallen in Q1 FY24.



To B Auction Results

- SBA Hong Kong (a diamond auction operated in Hong Kong), which was postponed in Q1 FY24, was held as planned in Q2 FY24.
- The winning bid rate was 90.8% partly due to a recovery in demand from overseas partners in in-house auctions.

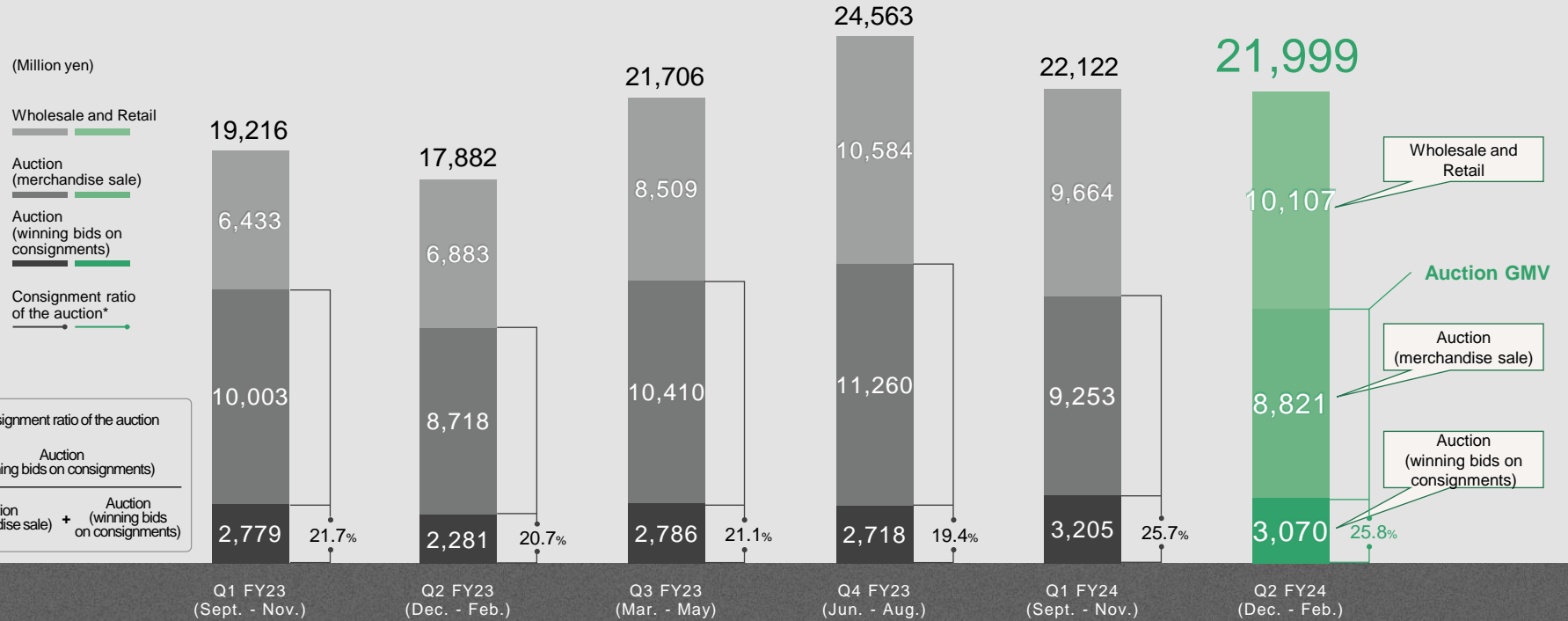




Highlights for Q2 FY24

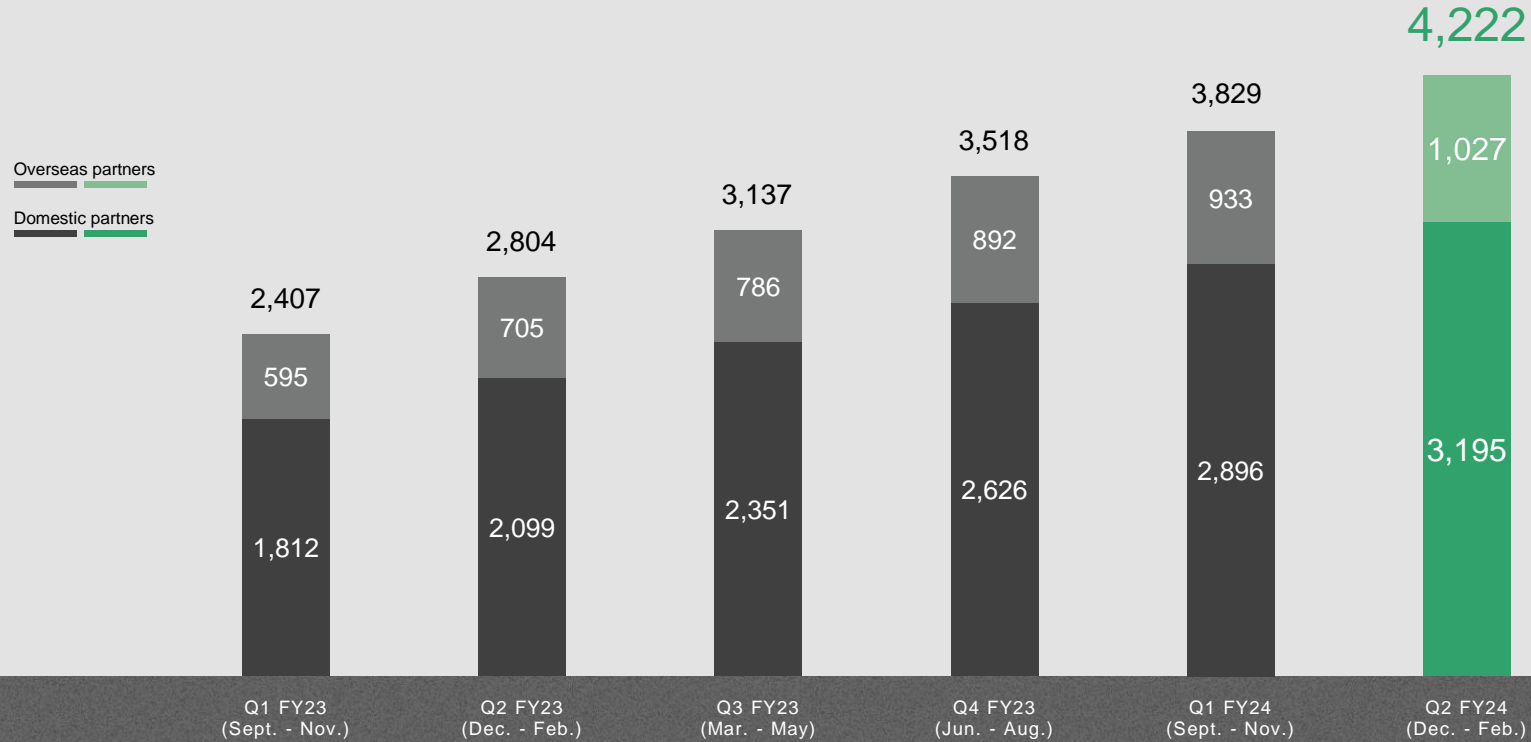
GMV Trends

- GMV increased by 23.0% YoY to 21.9 billion yen, and auction GMV increased by 8.1% YoY to 11.8 billion yen due to growth in consignments.
- Winning bids on consignments is 3 billion yen, and the consignment ratio of the auction GMV is at the high level of 25.8%.



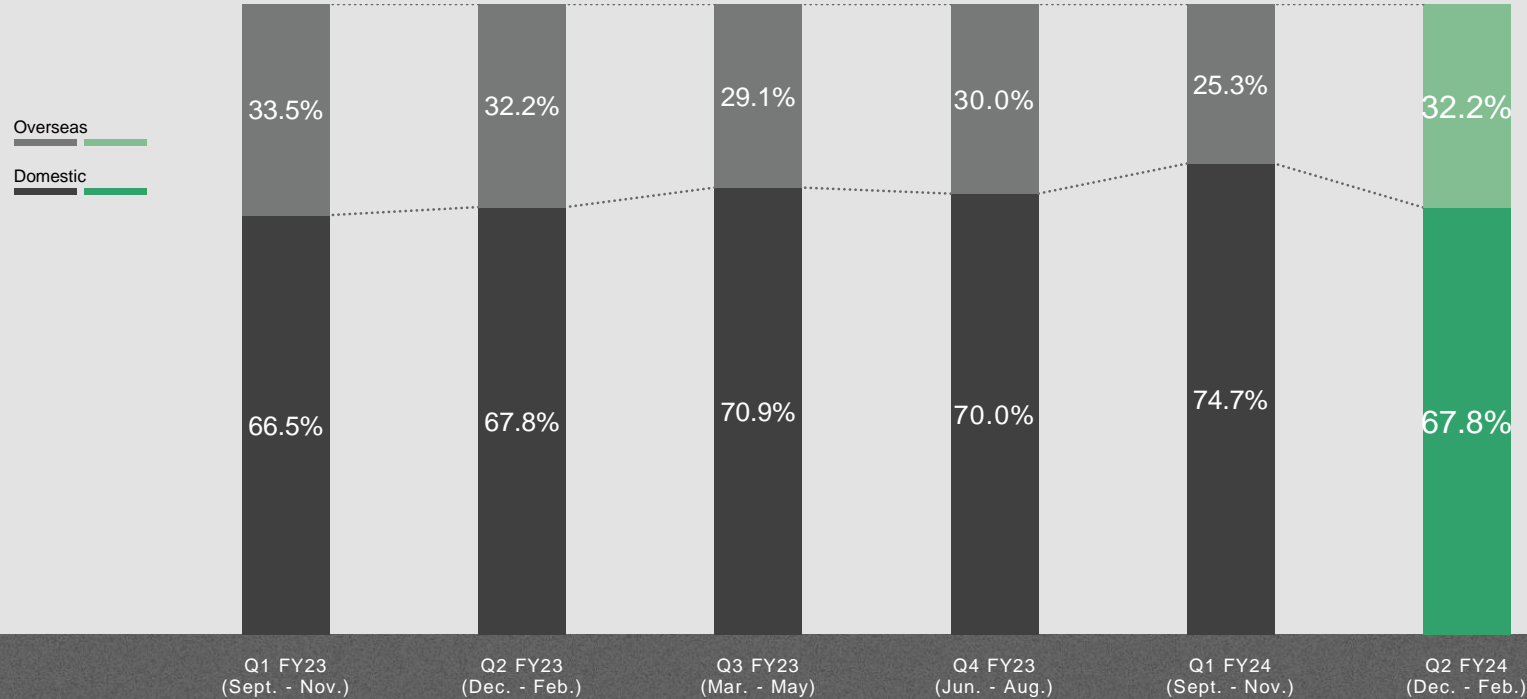
Number of STAR BUYERS AUCTION (SBA) Partners

- Both domestic and overseas partners expanded favorably, increasing at a pace exceeding a total of 4,000 partners.
- The number of overseas partners reached the 1,000 partners targeted in the medium-term management plan.



Domestic/Overseas Ratio of STAR BUYERS AUCTION (SBA) Winning Bids

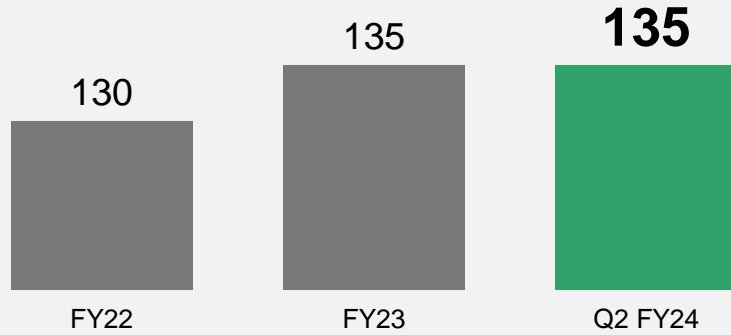
- Overseas ratio of SBA winning bids recovered to 32.2%, the same level as the same period of the previous fiscal year, due to a recovery in the appetite of overseas partners.



Distribution of Buying Offices

- We plan to open five domestic buying offices in the second half of the year.
- We will accelerate buying offices openings mainly at partner offices in Southeast Asia.

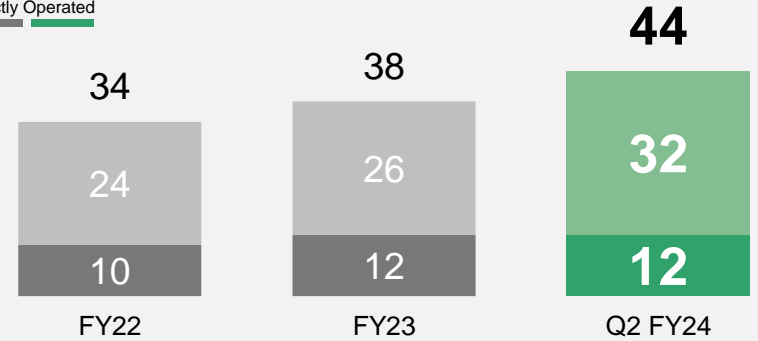
Japan



Open	5	10	0
Close	0	5	0

Global

Partner Offices
Directly Operated



Open	17	10	8
Close	4	6	2

Diamond Auction and toC Auction held

- In Q2 FY24, Diamond auction and ALLU AUCTION that were postponed in Q1 FY24 held as planned.

STAR BUYERS AUCTION Hong Kong (Diamond Auction)

- An auction specializing in diamonds held in Hong Kong. Many partners from Hong Kong, China, Israel, India, etc. participate.
- Diamond market prices remained weak, but the auction in Q2 was held as planned and scheduled to be held once a quarter in Q3 and onward as usual.



ALLU AUCTION (toC Auction)

- An auction of luxury watches for individuals. Some SBA partners also participated. In the future, we will consider expanding the genre.
- Next scheduled to be held in Q4.

<https://www.allu-auction.com/>





Sustainability

Selected for “Human Capital Management Quality 2023 [Silver]” in the “Human Capital Survey 2023”

- Selected as one of 19 companies out of 233 companies and organizations for "Human Capital Management Quality 2023 [Silver]"
- Going forward, we will continue to actively promote initiatives for fundamental human capital management to enhance corporate value and disclose information related to human capital with a high level of transparency, while also striving to realize a sustainable society through our business.



人的資本經營品質 2023

<Human Capital Survey 2023>

Awards for "Human Capital Leaders 2023" and "Human Capital Management Quality 2023" given to companies recognized as having outstanding human capital management and information disclosure initiatives, from companies that responded to the survey.

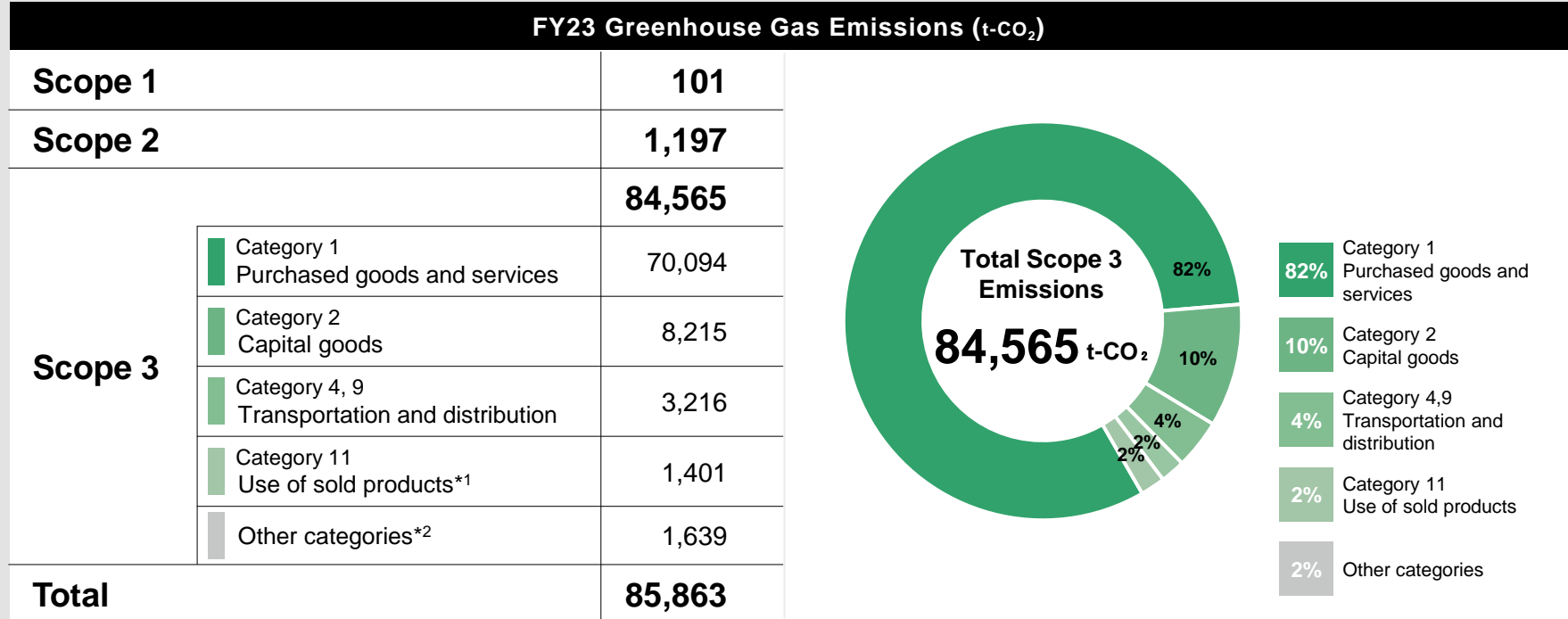
Organizers: HR Technology Consortium, GIA, HR Research Institute (ProFuture Inc.), MS&AD InterRisk Research & Consulting, Inc.

Survey period: Sep. 25, 2023 - Dec. 15, 2023

No. of respondents: 233 companies


Calculated Greenhouse Gas Emissions for FY23

- Expanded the scope of calculation to the consolidated group including overseas subsidiaries from FY23 to promote group-wide decarbonization
- *Please refer to our website "ESG Data" for details (<https://www.valuence.inc/en/sustainability/data/>)



*1 In accordance with the expanded scope of calculation for FY23, emissions from the use of vehicles that YONE MOTORS CORPORATION sold during the fiscal year period has been included.

*2 Other categories include: Category 3, 5, 6, 7, 12, 13, 14 (Category 8, 10, 15 are not applicable)



Initiatives during Q3 and Beyond

Domestic and Overseas Purchasing Policy

- We revised our domestic buying offices opening plan for the current fiscal year to further focus on improving purchasing efficiency per buying office.
- Overseas, the basic strategy remains unchanged. Especially in Asia, we plan to increase the number of buying offices, mainly partner buying offices.

Japan

- Plans to open **five new buying offices** in the current fiscal year.
- Focus on **acquiring repeat customers** and improving **buying office efficiency**.
- Strengthen alliances.

Global

- Focus on **partner buying offices**, especially accelerating openings in **Asia**.
- Focus on acquiring new customers through **WEB marketing**.

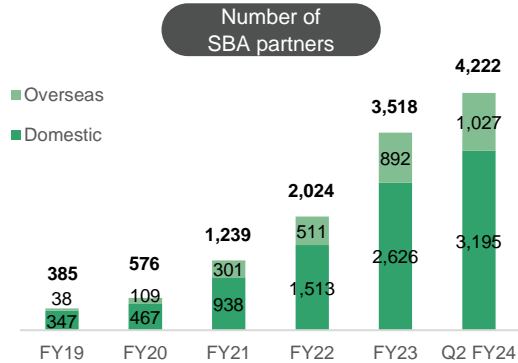


Status of Auction

- With more than 4,000 SBA partners, it continues to grow into the world's unique auction.
- Focus on expanding functions as a platform that handles not only products purchased in-house but also those of partners, and the number of partners using the platform is continuing to expand.

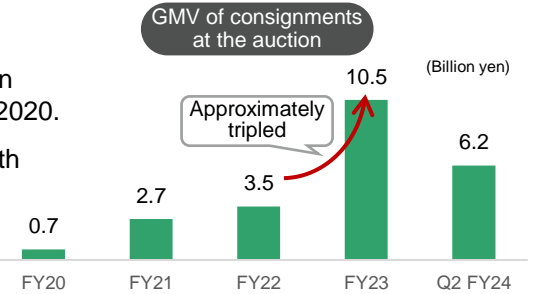
Status of SBA partners

- Continued to expand the number of partners, achieving the medium-term plan target of 1,000 overseas partners.
- Demand from overseas partners recover, which had been falling in Q1 FY24.



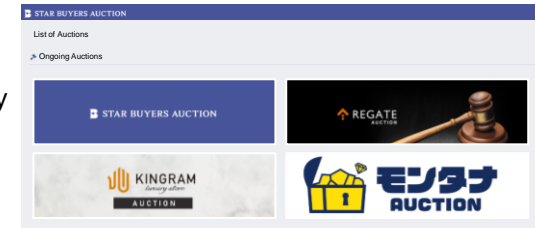
Consignments

- With the introduction of online auctions, we began handling consignments at the auction from April 2020.
- Gradual expansion of handling consignments, with 25.8% consignment ratio of auction at Q2 FY24.
- Aiming for 20% growth in GMV of consignments at the auction this fiscal year.



New SaaS functions at the auction

- All users operate specialty buying offices and utilize this system as one of the sales channels.
- One company began using the system in February and one more in March 2024, and a total of three partners are currently using the system.



Contributes to expansion of consignment GMV at the auction

Status of Retail

- Although we promoted measures to enhance retail sales, we will focus on selling at in-house auctions in the second half of the fiscal year, considering seasonality, since launches of measures, mainly e-commerce, are lagging forecasts.
- We will carefully prepare for the opening of ALLU Shinjuku (tentative name) and the launch of global e-commerce for the next fiscal year.

ALLU Shinsaibashi ANNEX

- Opened on December 22, 2023, as the first complex store to handle luxury brand items and luxury cars.
- First contract concluded for luxury imported cars exhibited at the store.



E-commerce / Global e-commerce

- Although sales in the domestic e-commerce expanded but was delayed compared to the plan. Preparing for early start-up by reviewing personnel allocation and operations.
- Global e-commerce has already opened in USA and UK. In addition, we are planning to complete the opening of an e-commerce site in Singapore during this fiscal year.



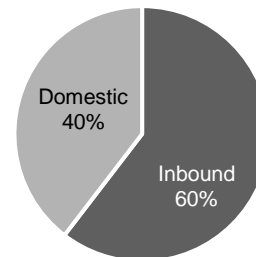
ALLU Shinjuku (tentative name)

- Planning to open a large store with 3 floors above ground and 1 floor below ground in the neighborhood of Shinjuku3-Chome intersection.
- Interior and exterior finish construction takes longer than expected, and the timing of opening is expected to be delayed until the next fiscal year.



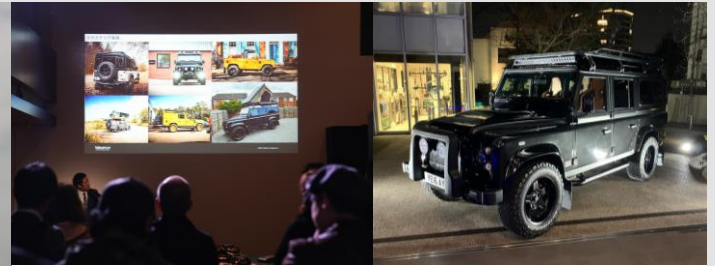
Inbound situation

- About 60% of retail store sales are inbound.
- Inbound breakdown by country: China, Taiwan, USA, etc.
- In particular, the ratio of inbound tends to be high at ALLU Ginza and ALLU Shinsaibashi.



YONE MOTORS CORPORATION began domestic exclusive sales of TWISTED JAPAN

- Starting with the exhibition test-drive events held from March 16th to 19th, 2024, we began handling TWISTED JAPAN in Japan.
- After the event, YONE MOTORS CORPORATION receives orders and inquiries at their Azabu Showroom and WEB site.
- Contributions to financial results are expected from the next fiscal year, as it takes a certain period from the conclusion of a contract to the delivery of vehicles.



< TWISTED JAPAN >

- A brand developed in Japan by Twisted Group Limited, which independently repairs and customizes Jaguar Land Rover Limited's DEFENDER.
- YONE MOTORS CORPORATION conducts exclusive sales in Japan.

A modern conference room with a long, dark table and several black chairs. The walls are covered in large, dark, textured panels. The lighting is dim, creating a professional and serious atmosphere.

Revision to Financial Results Forecast

Assumptions for the Second Half of Financial Results Forecast

- Implement the purchasing and sales strategy that emphasizes gross profit margin in the second half of FY24, based on the financial results for the first half of FY24.
- While gross profit margin emphasis will slow the growth in purchases, we aim to improve inventories and recover profitability as quickly as possible by improving gross profit margin through inventory reallocation centered on in-house auction sales.

External Environment

- Watch market and diamond market:
No recovery expected on assumption of continued weakness.
- Bullion: Assumptions that there is no sharp rise or fall.
- Purchasing competition continues to be at the current level.

Purchases

- Plan to open 10 to 15 domestic buying offices at the beginning of the period, was revised to 5 buying offices, with the aim of expanding purchases by streamlining existing buying offices.
- Considering purchases that emphasizes gross profit margin due to focus on repeat customers and external competition environment, etc.

Net Sales

- In consideration of the state of retail sales, from the beginning of the fiscal year, some inventory that had been secured for retail sales was switched to sales at in-house auctions.
- Focus on sales at in-house auctions for products purchased in Q3 and onward. This is because it is a period of growth in auction sales.

Gross Profit Margin

- Scheduled to hold SBA Hong Kong twice in the second half as planned, and partner demand for in-house auctions is also recovering.
- Although gross profit margin improved due to purchases with an emphasis on gross profit margin, gross profit margin is expected to decline compared with retail sales level, as inventories purchased for retail use are sold at in-house auctions to replace inventories.
- Considering the increase in the unit price of purchases due to the continuing intensification of the competitive purchasing environment, mainly for bags.

SG&A Expenses

- Review staffing and buying offices opening strategies for purchases and allocate resources with an emphasis on efficiency in each business.

Extraordinary Loss

- Considering the possibility of impairment of fixed assets for investments from the past, the maximum estimated amount is expected in the plan.

Revisions to Financial Results Forecasts ①

- Based on the assumption of the second half of the financial results forecast, the revised plan for the second half was formulated as follows.

(Million yen)	H2 FY24 Initial Plan	H2 FY24 Forecast	Difference
Net sales	49,250	41,942	(7,308)
Cost of sales	36,050	31,813	(4,237)
Gross profit	13,200	10,128	(3,072)
Gross profit margin	26.8%	24.1%	(2.7pts)
SG&A expenses	11,020	10,276	(744)
Operating profit or loss	2,180	(147)	(2,327)
Ordinary profit or loss	2,080	(259)	(2,339)
Extraordinary loss	-	850	+850
Profit or loss before income taxes	2,080	(1,110)	(3,190)
Profit or loss attributable to owners of parent	1,400	(1,062)	(2,462)

- Considering that the impact of the decrease in the purchase amount will be slight, since we will shift to the purchasing that emphasizes the gross profit margin.
- Based on the outlook for purchases on par with the second half of the previous fiscal year (15 billion yen/Q), considering the external competition environment.

- The second half is a period when auction sales increase, and we are focusing on sales at in-house auctions.
- Some of the inventory that has been secured for retail sales since the beginning of the fiscal year will be switched to sales at in-house auctions.

- Improved due to purchases with an emphasis on gross profit margin, but gross profit margin is expected to decline compared with retail sales, as retail inventory is sold at in-house auctions and inventory is replaced.
- Considering the increase in the unit price of purchases due to the continuing intensification of the competitive purchasing environment, mainly for bags.

- Decreased buying office openings from 10 to 5 for the current fiscal year due to a review of the strategy for buying office openings.
- The opening of ALLU Shinjuku store will be in the next fiscal year, and depreciation expenses and variable expenses will be delayed.
- Review personnel allocation, etc., and allocate resources with an emphasis on efficiency in each business.

- Considering the possibility of impairment of fixed assets for investments from the past, the maximum estimated amount is expected in the plan.

Revisions to Financial Results Forecasts ②

- Assuming that there are no major changes in the external environment, considering factors such as the launch status of the retail e-commerce and change in the planned opening date of ALLU Shinjuku Store (tentative name), we will switch some of the inventory that we have secured for retail to sales at in-house auctions. We will also focus on sales at in-house auctions for purchased products in the second half of the fiscal year. In this way, we will conduct a partial review of our sales strategy. We will emphasize improving the gross profit margin.
- Restrained SG&A expenses by reviewing aggressive growth investments to date and allocating resources with an emphasis on improving efficiency in each business. Aiming for an early recovery in operating profit.

(Million yen)	H1 FY24 Actual	H2 FY24 Forecast	FY24 Financial Results Forecast
Net sales	39,427	41,942	81,370
Cost of sales	30,586	31,813	62,400
Gross profit	8,841	10,128	18,970
Gross profit margin	22.4%	24.1%	23.3%
SG&A expenses	9,893	10,276	20,170
Operating profit or loss	(1,052)	(147)	(1,200)
Ordinary profit or loss	(1,160)	(259)	(1,420)
Extraordinary loss	10	850	860
Profit or loss before income taxes	(1,169)	(1,110)	(2,280)
Profit or loss attributable to owners of parent	(897)	(1,062)	(1,960)

Revisions to Dividend Forecasts

Basic Policy

We regard the return of profits to shareholders as an important management issue with the aim of achieving sustainable growth in corporate value over the medium to long term.

We will pay a stable dividend to shareholders after taking into consideration the demand for funds for strategic investments with a view to future growth.

Dividend payout ratio

In principle

30% or higher

The year-end dividend for the fiscal year ending August 2024 was 35 yen per share, but as announced in the “Notice of Regarding Differences between Consolidated Financial Results Forecasts and Results for the Cumulative second quarter of the Fiscal Year Ending August 31, 2024, Revisions to the Consolidated Financial Results Forecasts for the Fiscal Year Ending August 31, 2024, and Revisions to Dividend Forecasts (No Dividend)” dated April 12, based on the revision to the full-year financial results forecasts for the fiscal year ending August 2024, we sincerely regret that we will pay no dividend at the end of the fiscal year ending August 2024.

There are no changes to our basic policy.

We would like to express our deepest apologies to our shareholders and ask for your continued support, as we strive to resume dividend payments as soon as possible.

Appendix



Corporate Profile

Company Name	Valuence Holdings Inc.
Representative	Shinsuke Sakimoto
Head Office	5 Minamiaoyama, Minato-ku, Tokyo
Founded	Dec. 2011
Capital	1,295 million yen (as of Feb. 29, 2024)
Employees	1,039 (as of Feb. 29, 2024) *Consolidated, full-time only
Segments	Luxury brand items, antiques, art, and other reuse businesses
Affiliates	11 consolidated subsidiaries 1 equity-method affiliate (as of Feb. 29, 2024)

Group Business and Brands

Purchasing



Auctions



Retail



Automobiles



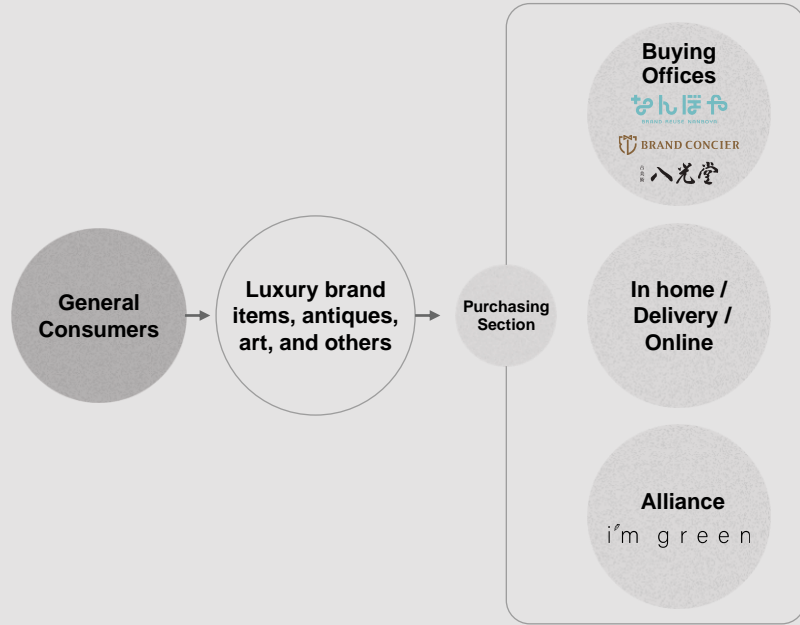
Real estate



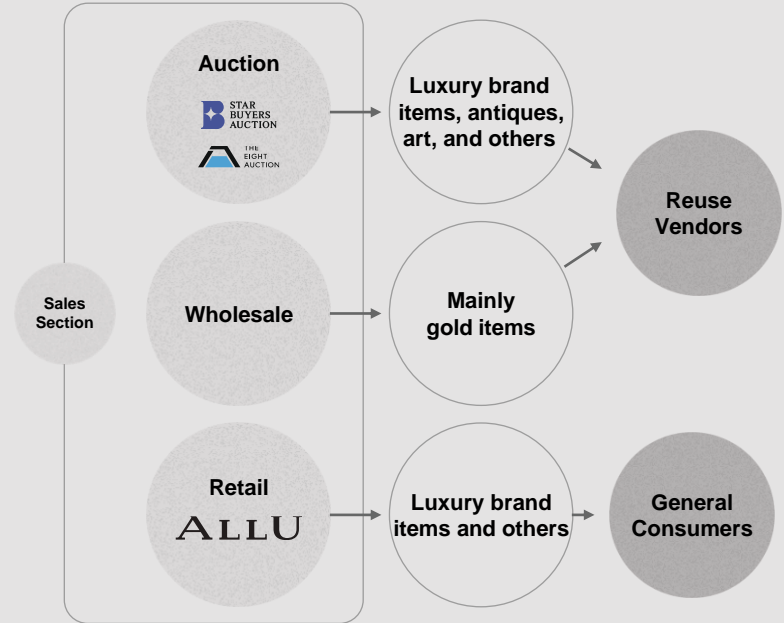
Our Business

- Business centered on the purchase and sale of Luxury brand items, etc.

Purchasing

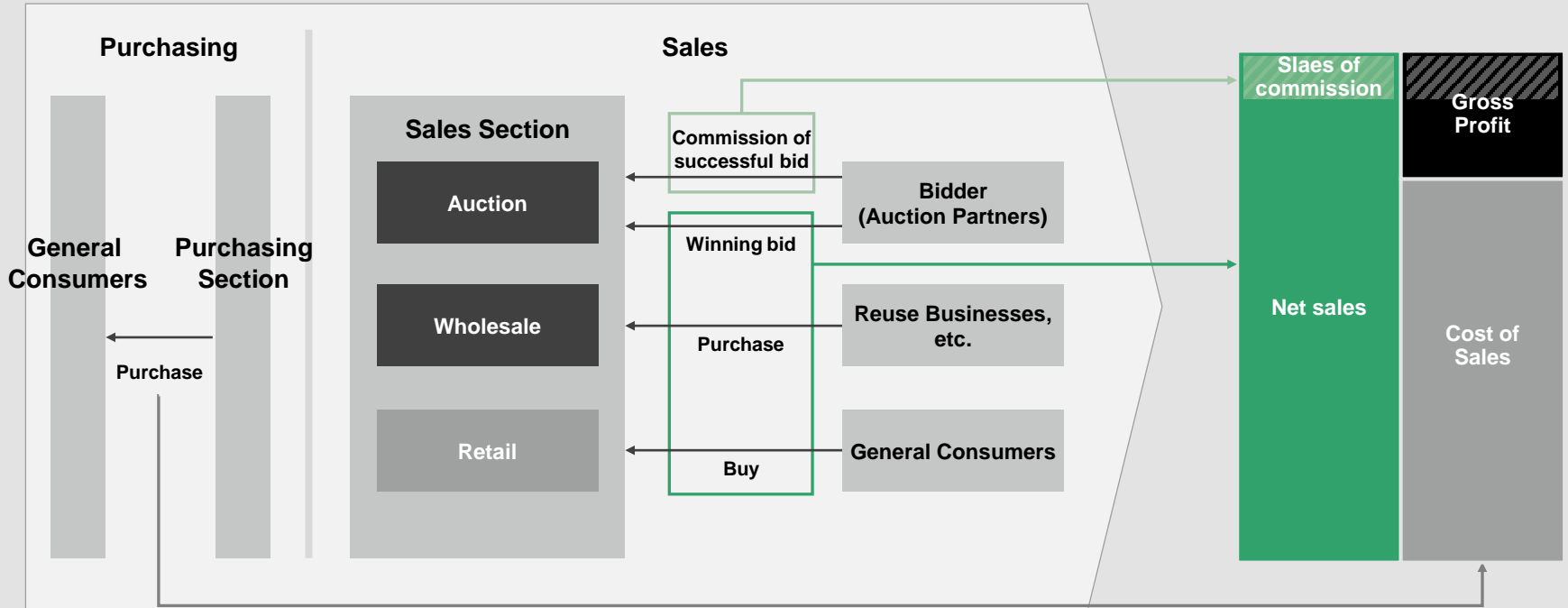


Sales



Earnings Structure

- Sales and profits are formed by selling merchandise purchased from the general consumers at our buying offices through each sales channels, mainly at the auction.



*Auction listing fees were free in April 2022

Our Business <Purchase>



nanboya
BRAND REUSE NANBOYA

 BRAND CONCIER

- Over 100 *Nanboya* buying offices purchase mainly luxury brand items.
- Handling in-home buying, delivery, and online buying.
- BRAND CONCIER operates mainly in department stores in Japan.



古美術
八光堂

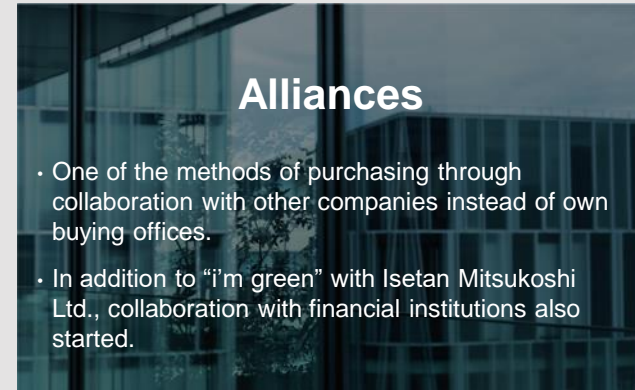
- Buying offices for antiques, art, and other reused goods.
- Antique appraisers mainly handle in-home buying.
- Other services include estate liquidation and pre-departure cleaning.



ALLU
(overseas)

- Expanding ALLU buying offices overseas.
- Directly operated and partner offices* worldwide.

* Partner offices: Buying offices operated in partnership with local companies.



Alliances

- One of the methods of purchasing through collaboration with other companies instead of own buying offices.
- In addition to “i’m green” with Isetan Mitsukoshi Ltd., collaboration with financial institutions also started.

Our Business <Auction>



**STAR BUYERS
AUCTION**

- BtoB auctions (SBA) for luxury brand items, etc.
- Since going online in Mar. 2020, the auctions have drawn numerous partners around the world.
- Hosting online diamond auction (SBA HK).



**THE
EIGHT
AUCTION**

- BtoB auctions (8AUC) for antiques and art.
- Offline auctions are the mainstream in the antiques and art business; going online in Jul. 2020 marked an innovation.

Our Businesses <Retail>



ALLU

(retail store/e-commerce)

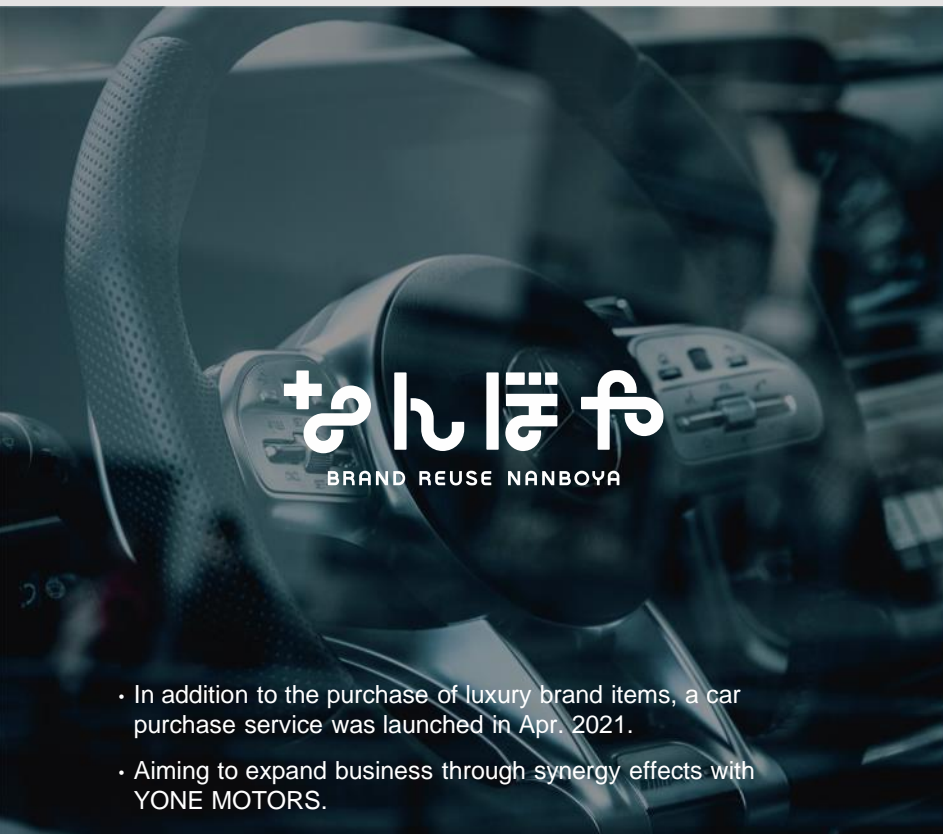
- Four stores located in Ginza, Omotesando, Shinsaibashi and Shinsaibashi ANNEX.
- Selling worldwide through own e-commerce site and partner e-commerce shopping malls.
- Seamless integration of offline and online services, such as purchase pickups at ALLU stores and live streaming sales.



ALLU AUCTION

- The first BtoC auction was held in Jan. 2023. Held once per quarter.
- Starting with luxury watches, consider expanding the item category in the future.

Our Businesses <Automobiles>



- In addition to the purchase of luxury brand items, a car purchase service was launched in Apr. 2021.
- Aiming to expand business through synergy effects with YONE MOTORS.



- YONE MOTORS CORPORATION was merged with Valuence Group in Feb. 2023.
- In addition to selling and purchasing new and secondhand cars domestically and internationally, YONE MOTORS also offers maintenance services at its own factory. Particularly strong in the maintenance of high-end imported cars.
- Providing overall support from pre-purchase consultation to maintenance and switching of new cars.

Our Businesses <Real Estate>

なんぼふ不動産



Your one-stop solution platform for the sale of important assets such as real estate, artwork, and brand items.



Providing housing solutions suitable for changing lifestyles at each life stage.



Available to check the value of your Property.



Preventing family inheritance issues from happening with thoughtful pre-departure cleaning.



Planning your estate to ease the burden on your family.

- Started real estate brokerage service in Jun. 2020.
- Attracting customers by utilizing existing customer resources of *Nanboya* and ALLU.
- Increasing customer lifetime value and mapping the different stages a customer goes through.

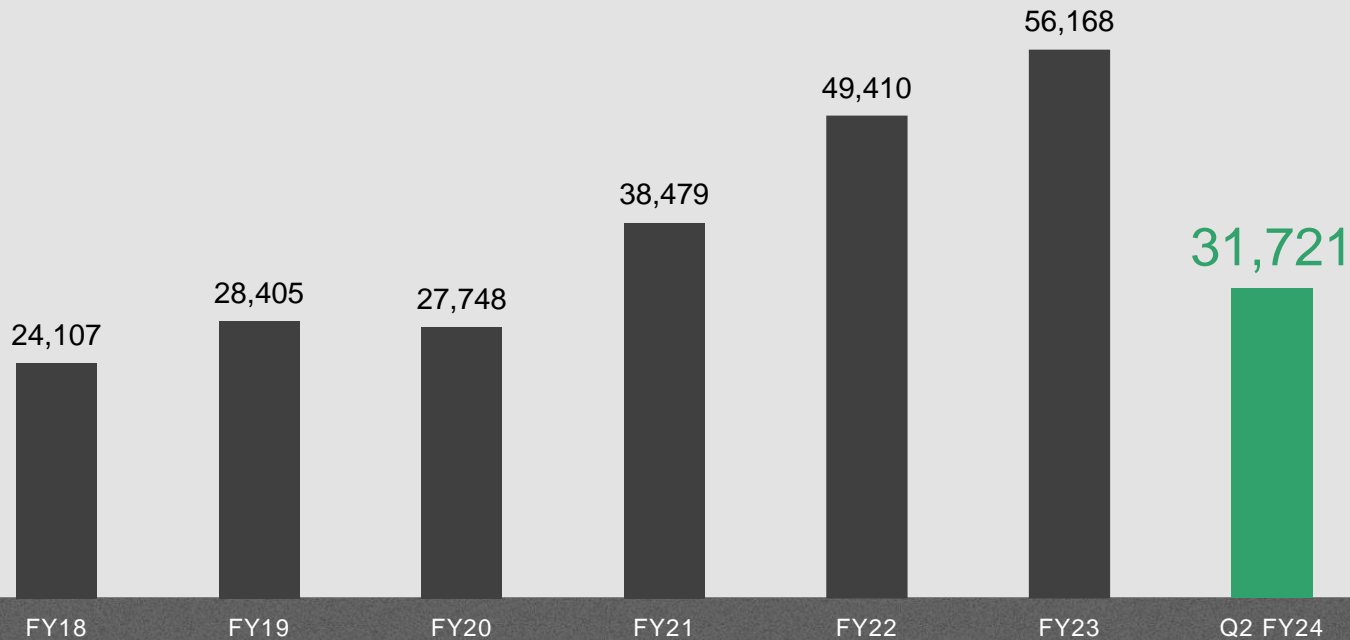
Trends in Financial Results (from FY22 to FY24)

	FY22					FY23					FY24				
	Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Cumulative
Net sales <small>(Million yen)</small>	13,254	12,859	18,285	18,986	63,385	17,250	16,378	20,044	22,456	76,130	19,689	19,738	-	-	39,427
Cost of sales <small>(Million yen)</small>	9,688	9,511	13,693	14,176	47,069	12,640	11,903	14,728	16,844	56,116	15,262	15,323	-	-	30,586
Gross profit <small>(Million yen)</small>	3,565	3,348	4,591	4,810	16,316	4,609	4,474	5,316	5,612	20,013	4,426	4,415	-	-	8,841
Gross profit margin	26.9%	26.0%	25.1%	25.3%	25.7%	26.7%	27.3%	26.5%	25.0%	26.3%	22.5%	22.4%	-	-	22.4%
SG&A expenses <small>(Million yen)</small>	3,368	3,331	3,871	3,855	14,427	4,325	4,253	4,481	4,769	17,829	4,862	5,031	-	-	9,893
Operating profit <small>(Million yen)</small>	197	16	720	954	1,888	283	221	834	843	2,183	(436)	(616)	-	-	(1,052)
Ordinary profit <small>(Million yen)</small>	169	13	696	911	1,791	259	226	753	795	2,034	(474)	(686)	-	-	(1,160)
Net profit <small>(Million yen)</small>	45	(93)	415	601	969	133	25	481	409	1,050	(404)	(493)	-	-	(897)
Employees	871	864	904	896	896	925	964	1,033	1,041	1,041	1,046	1,039	-	-	1,039
No. of Domestic buying offices	128	128	130	130	130	134	135	133	135	135	135	135	-	-	135
No. of Overseas buying offices	24	22	23	34	34	36	38	37	38	38	38	44	-	-	44

Purchases and Buying Offices

(Million yen)

Purchases



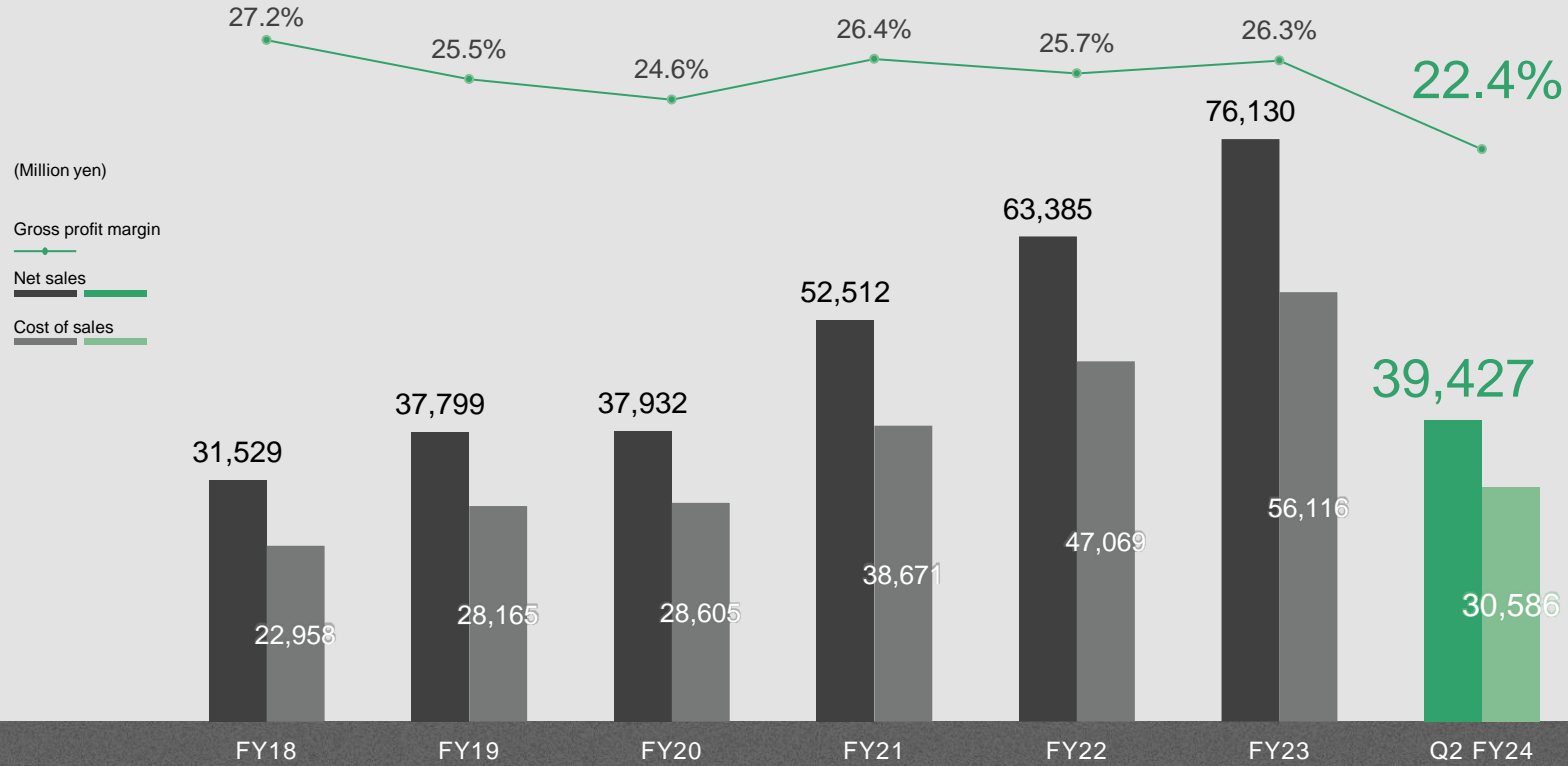
Buying offices

63	75	86	146	164	173	179
(—)	(1)	(2)	(21)	(34)	(38)	(44)

*1 Excluding purchase of YONE MORTORS CORPORATION, which was PL consolidated from Q3 FY23.

*2 No. of buying offices includes overseas buying offices. Nos. in parentheses indicate overseas buying offices.

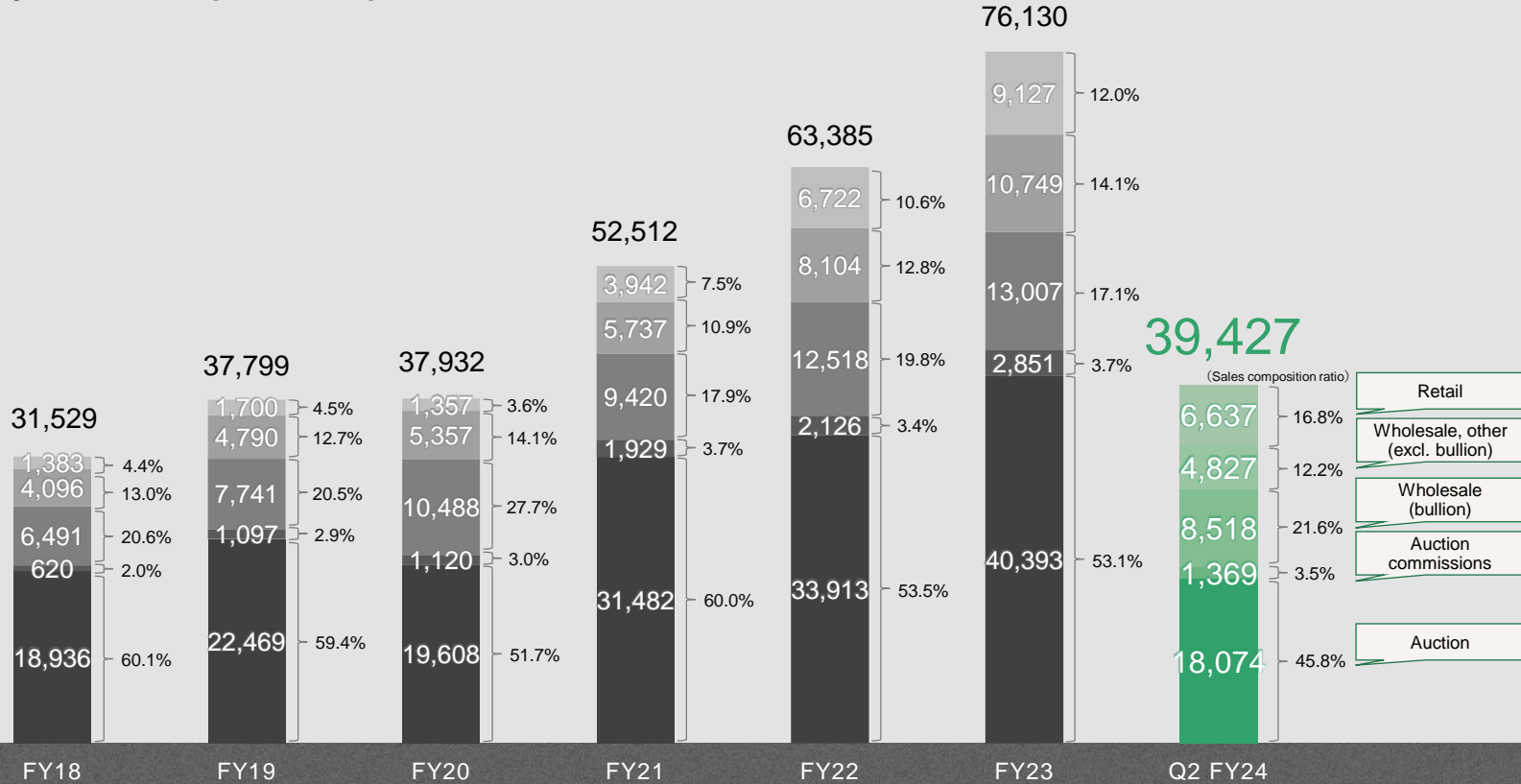
Net Sales and Gross Profit Margin



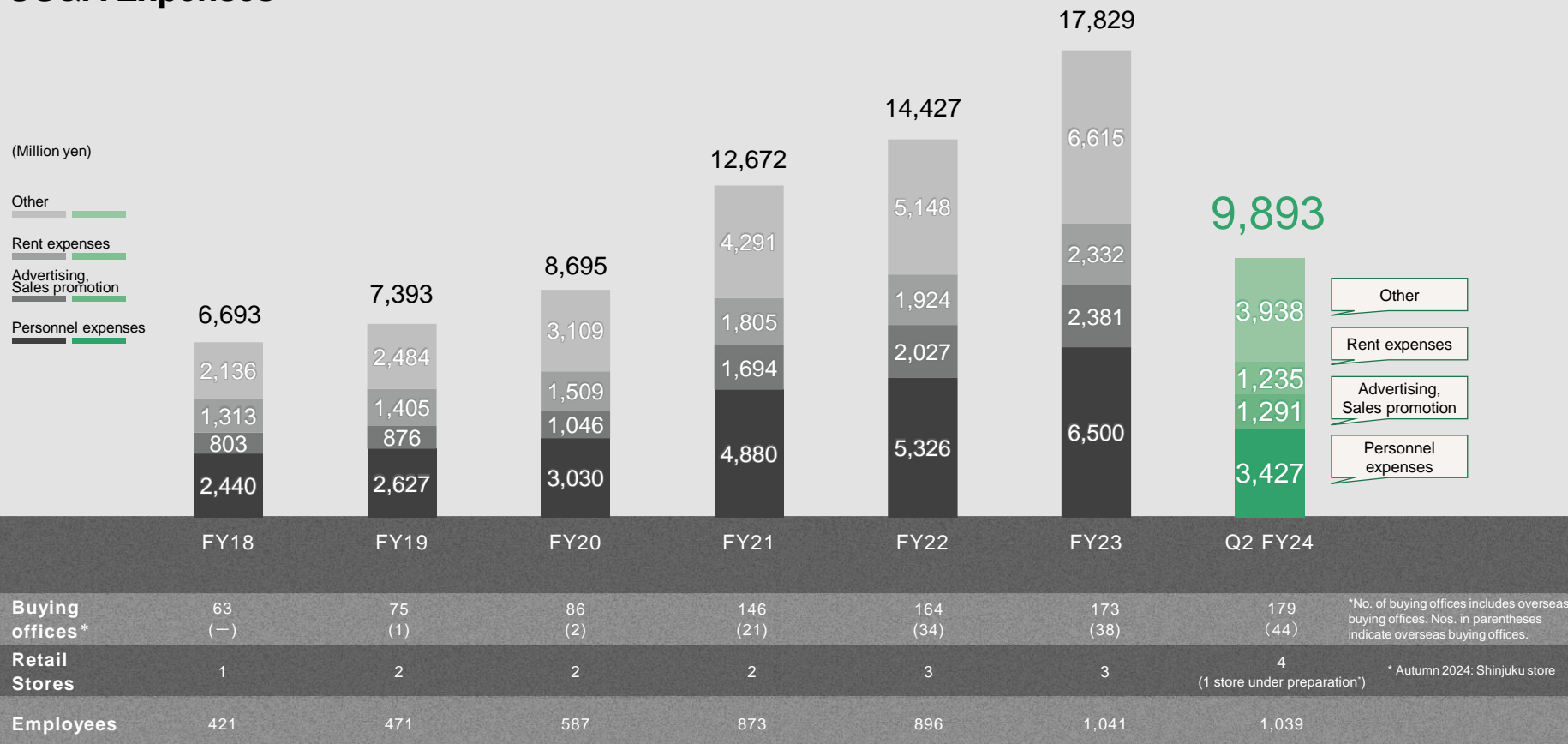
Net Sales by Channel (toB, toC)

(Million yen)

- Retail
- Wholesale, other (excl. bullion)
- Wholesale (bullion)
- Auction commissions
- Auction



SG&A Expenses



*As a result of partial reclassification of SG&A expenses to FY22, the breakdown of SG&A expenses for FY18-21 has been recalculated using the same reclassification.

GMV Trends

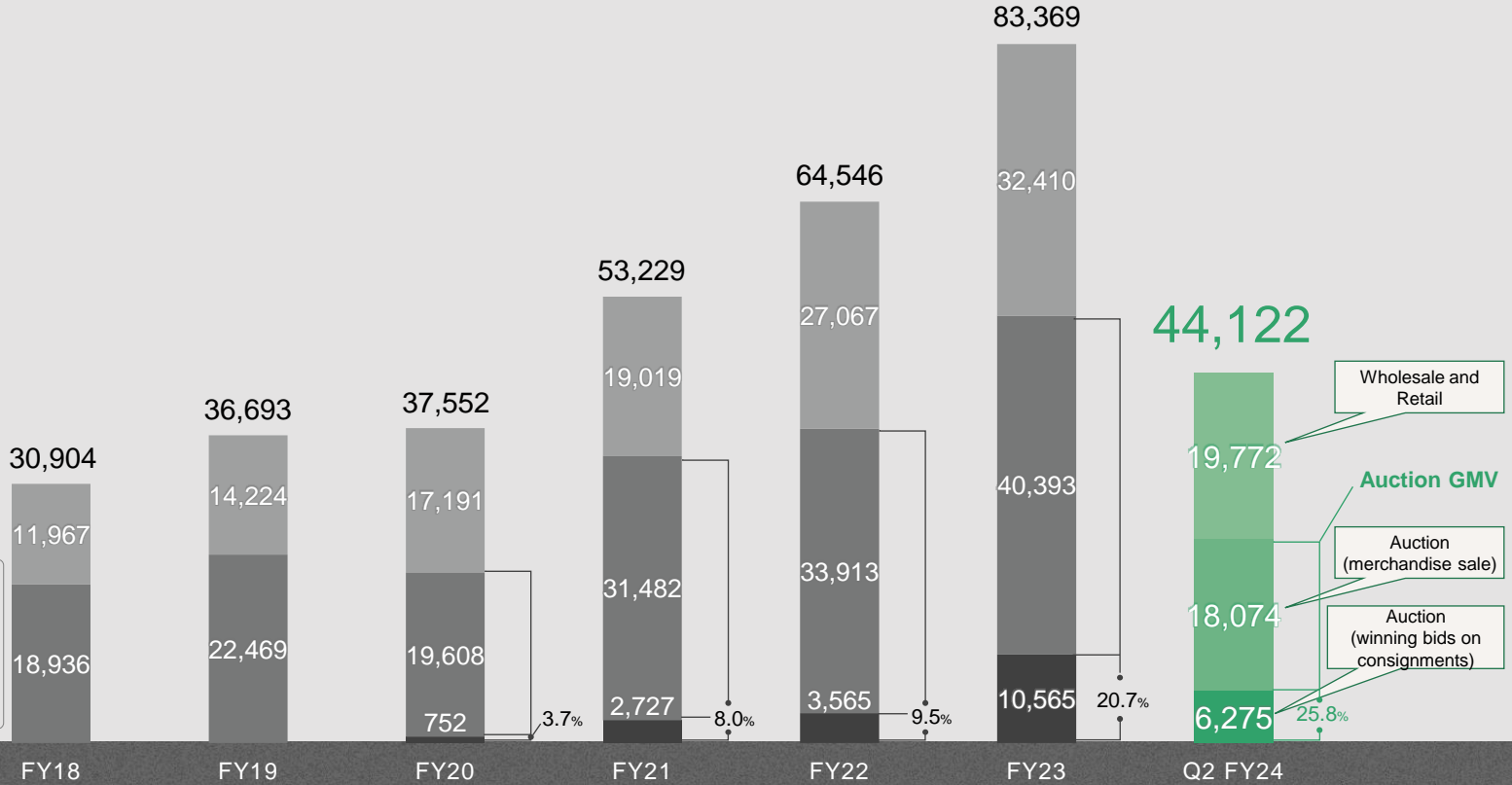
(Million yen)

Wholesale and Retail

Auction
(merchandise sale)

Auction
(winning bids on consignments)

Consignment ratio of the auction*

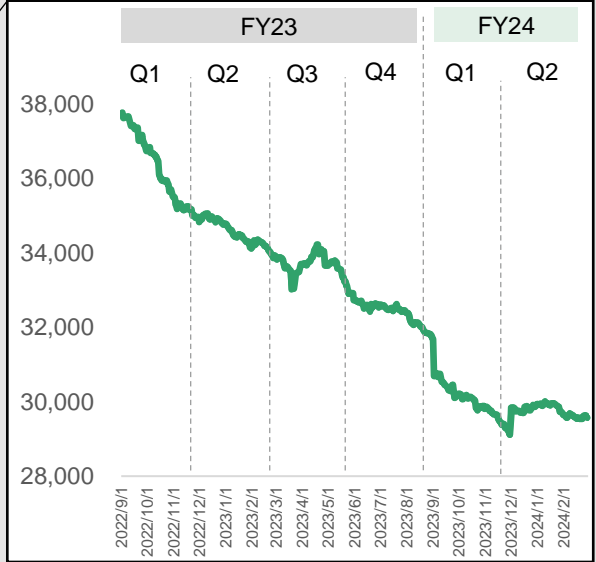
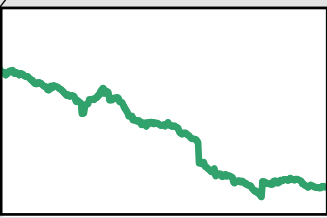
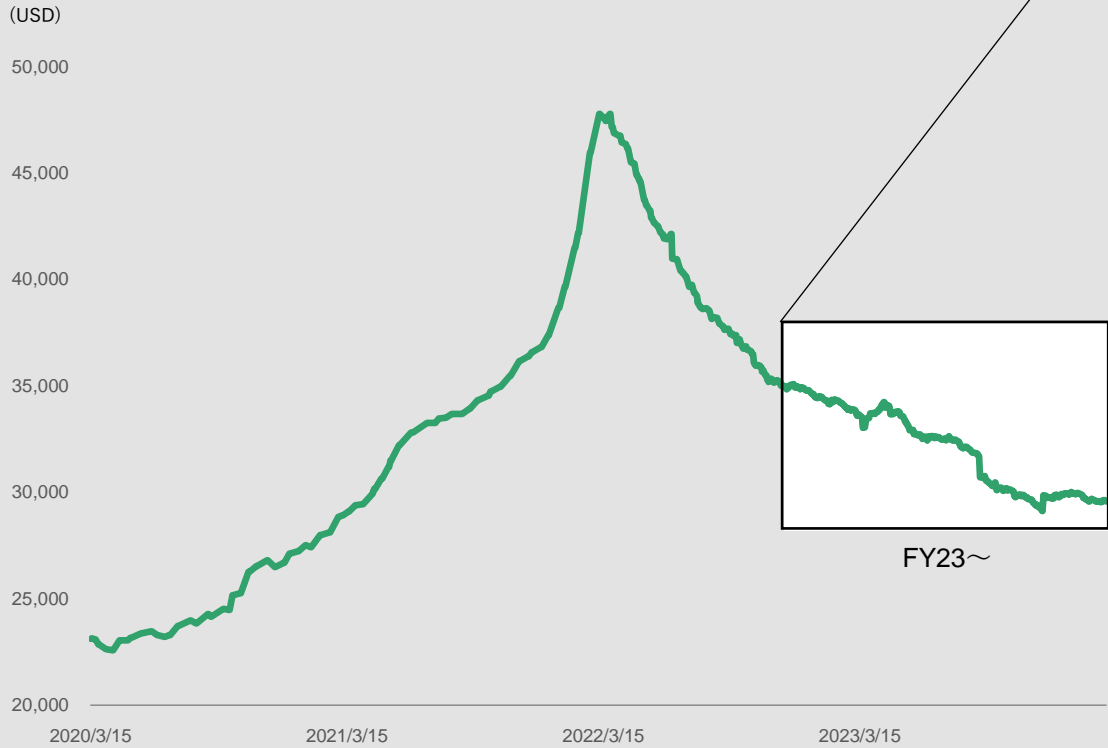


*Consignment ratio of the auction

Auction
(winning bids on consignments)

Auction (merchandise sale) + Auction (winning bids on consignments)

Trends of Watch Market Prices



Sources:
 Prepared by us from the figures published by WatchCharts (<https://watchcharts.com/watches>) which consists of 60 watches selected from the top 10 luxury watch brands in terms of transaction value.

Valuence

Circular Design Company

- Net sales by channel, auction results, and GMV trends contained herein are for reference purposes. The figures have not been audited by independent auditors.
- Financial results forecasts, etc. are based on information available at the time and certain assumptions deemed rational. Actual results and policies are subject to change due to various risks, uncertainties, and other factors, including changes in global trends and conditions.
- The preparation of this document complies with the Consolidated Financial Results for the Six Months Ended February 29, 2024.

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