

Apr 15, 2024

To All Concerned Parties

Company Name : BuySell Technologies Co., Ltd.
 Representative : Kosuke Tokushige,
 President, representative director & CEO
 Securities code : 7685
 Inquiries : Koji Ono, CFO
 Telephone : +81-03-3359-0830

Monthly Information for March 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 March.

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

The next monthly report for April 2024 is scheduled to be released on May 14, 2024.

<At-home pick up business>

■Number of inquiries

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of Inquiries	33,733	32,227	38,621				
YoY	91%	107%	106%				

	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	23,733				
YoY	106%	106%	114%				

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

(Full-year Number of visit plan: 284,800, progress rate: 22.0%)

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570	675				
YoY	129%	123%	129%				

	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	1,775				
YoY	183%	208%	183%				

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

■Number of Stores

	End of previous period (A) (Dec. 2023)	Feb. 2024 (B)	Mar. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(B)-(A)	(C)-(B)	
BuySell Technologies	23	25	26	+3	+1	Shibuya Sakura Stage
TIMELESS	26	25	26	-	+1	Tokorozawa, SEIBU
Four-Nine (direct management)	19	19	19	-	-	
Four-Nine (franchises)	200	203	207	+7	+4	5 stores opened, 1 store closed
NISSO	5	5	5	-	-	
Group total	273	277	283	+10	+6	

■Monthly Additional Comments

<p><At-home pick up business></p> <ul style="list-style-type: none"> The number of inquiries and visits increased significantly from the previous month as the spring peak season began. Compared to the same month last year, the number of inquiries and visits were 106% and 114%, respectively, progressing as expected. The ratio of repeat visits to total visits in March was approximately 8.0%, maintaining a high level while increasing the number of new visits. Purchase volume was also in line with expectations.
--

- Since the percentage of high-priced watches and high-end brand products handled by the Group is limited and the Group purchases from general consumers, the impact of market fluctuations and competition in purchasing is expected to have a negligible effect on the Group's business performance. Purchases and sales during the period from January to March were generally favorable.

<Group store purchase business and other purchase business>

- Purchases were strong across all group stores due to an increase in the number of stores and an increase in the number of customers due to higher gold prices.
- New store openings progressed as expected against the full-year plan.

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.
- 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.