

May 14, 2024

To All Concerned Parties

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Monthly Information for April 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 April.

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

The next monthly report for May 2024 is scheduled to be released on June 17, 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	38,155			
YoY	91%	107%	106%	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	24,527			
YoY	106%	106%	114%	125%			

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

(Full-year Number of visit plan: 284,800, progress rate: 30.6%)

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570	675	787			
YoY	129%	123%	129%	143%			

	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	1,812			
YoY	183%	208%	183%	189%			

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

■Number of Stores

Company name	End of the previous period (A) (Dec. 2023)	Mar. 2024 (B)	Apr. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(B)-(A)	(C)-(B)	
BuySell Technologies	23	26	27	+4	+1	Ebisu
TIMELESS	26	26	29	+3	+3	Kurume,Omiya,Suminodo
Four-Nine (direct management)	19	19	19	-	-	
Four-Nine (franchises)	200	207	212	+12	+5	6 stores opened, 1 store closed
NISSO	5	5	5	-	-	
MUSUBI	-	-	56	-	-	Combined from April 2024 due to new consolidation
Group total	273	283	348	+ 75	+ 65	

■Monthly Additional Comments

<At-home pick up business>

- The number of inquiries remained steady. The number of visits increased to 125% yoy, thanks to the accumulation of visit reservations up to the previous month and the number of repeat visits. The ratio of return visits (repeats) in April was about 8.6%.
- Purchase volume increased significantly by 143% yoy due to an increase in the number of visits as well as steady growth in the purchase of brand-name goods, watches, etc., which have been strategically strengthened.

<Group store purchase business and other purchase business>

- Due to the continued increase in the number of stores and an increase in the number of customers due to the rise in the gold market price, purchase volume remained strong throughout the group's stores, maintaining a high level of 189% y/y.
- New store openings are progressing well and the number of Four-nine franchisees is increasing due to improvements in recruitment methods.
- The group has expanded its number of stores to 348, inclusive of the newly P/L consolidated company, Musubi. The purchase amount of Musubi will be included in the group store purchasing business's purchase amount, with a one-month delay for the time being, owing to the ongoing PMI after the subsidiary. The previous month's amount will be retroactively adjusted from the following month onward. Therefore, the April purchase amount does not include Musubi.

End.

(note)

- The above results are preliminary and may be revised at a later date.
Figures in this document are unaudited.
- P/L consolidation of Four-nine from October 2022, Nisso from January 2024, and Musubi from April 2024.
- Number of inquiries: Several customer inquiries were obtained through various promotional advertisements.
- Number of visit: Several 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 pickup business", 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.

● **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.