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S e t t l e m e n t R e p o r t

(February 14, 2022)

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BuySell Technologies Co., Ltd.  
TSE Mothers: 7685

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# Topics on financial results for the full FY2021

## Highlight of consolidated financial results for FY2021

	Full year of FY2021		Q4 of FY2021	
	<u>Full FY</u>	<u>Compared with the corresponding period the year before</u>	<u>Achievement ratio to the plan</u>	<u>Compared with the corresponding period the year before</u>
Sales	<b>24,789 mil. yen</b>	<b>+67.9%</b>	<b>98.4%</b>	<b>6,961 mil. yen</b>
Ordinary income	<b>2,295 mil. yen</b>	<b>+148.8%</b>	<b>104.3%</b>	<b>581 mil. yen</b>
Net income in this term	<b>1,314 mil. yen</b>	<b>+132.3%</b>	<b>106.8%</b>	<b>410 mil. yen</b>

- For FY2021, we recorded **a growth in both sales and profits for the seventh consecutive fiscal year** with consolidated sales of **24,789 million yen (+67.9% YoY)** and consolidated ordinary income of **2,295 million yen (+148.8% YoY)**.
- For Q4, sales amounted to **6,961 million yen, a record high quarterly sales**, and ordinary income amounted to **581 million yen (+43.1% YoY)** for Q4 as inventories were carried over to increase profit margins through B2C sales for the quarter following Q3.
- For Q3 and Q4, investment required for future growth was made and inventory strategy was executed to the extent exceeding forecasted profit. Consequently, achievement ratio of sales to earnings forecasts stands at 98.4% because of strategic carry-over of year-end inventory while the achievement ratio of ordinary income stands at 104.3% as **the actual income is above forecasted income**.

# Topics on financial results for the full FY2021

## Earnings forecast for FY2022

- Sales and ordinary income are forecasted to amount to 32,500 million yen and 3,040 billion yen** for FY2022 with keeping a growth rate of 30% or more, reflecting a certain amount of investment for medium-term growth mainly in recruitment.

Consolidated sales		Consolidated ordinary income	
FY2021 result	FY2022 earnings forecast	FY2021 result	FY2022 earnings forecast
24,789 million yen	→ <b>32,500 million yen</b>	2,295 million yen	→ <b>3,040 million yen</b>
(YoY +31.1%)		(YoY +32.4%)	

## Medium-term business plan

- Medium-term business plan 2024** was announced for the first time since going public.
- Earnings targets were set of **46,500 million yen in sales and 6,000 million yen in ordinary income** for FY2024, based on **organic growth in existing business**.

Consolidated sales		Consolidated ordinary income	
FY2021 result	FY2024 target	FY2021 result	FY2024 target
24,789 million yen	→ <b>46,500 million yen</b>	2,295 million yen	→ <b>6,000 million yen</b>
CAGR: about 23%		CAGR: about 38%	

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## Results for 4Q and full year of FY2021

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## FY2021 consolidated profit-and-loss statement

- Both BUYSELL and TIMELESS recorded a steady growth in results for FY2021 with a growth in both sales and profits for the seventh consecutive fiscal year.
- Inventory was strategically carried over to the extent exceeding forecasted profit in Q3 and Q4 for the purpose of increasing B2C sales ratio after the following fiscal year. Consequently, sales failed to reach the forecasted figure while ordinary income exceeded the forecasted figure by 4.3%.

## FY2021 consolidated financial results

(Unit: Million yen)	FY2020 *1	FY2021 (A)	Changes	Compared with the corresponding period the year before
Sales	14,764	<b>24,789</b>	+10,024	+67.9%
Gross profit	9,664	<b>14,487</b>	+4,822	+49.9%
Gross profit margin	65.5%	<b>58.4%</b>	△7.0pt	-
Selling, general and administrative expenses	8,696	<b>12,172</b>	+3,475	+40.0%
(Breakdown) Advertising expenses	2,990	<b>3,905</b>	+915	+30.6%
(Breakdown) Personnel expenses	2,349	<b>3,087</b>	+738	+31.5%
Operating income	968	<b>2,315</b>	+1,346	+139.1%
Sales to operating income ratio	6.6%	<b>9.3%</b>	+2.8pt	-
Ordinary income	922	<b>2,295</b>	+1,372	+148.8%
Ordinary income ratio	6.2%	<b>9.3%</b>	+3.0pt	-
Net income attributable to owners of the parent	565	<b>1,314</b>	+748	+132.3%
<b>Dividend forecast</b>				
Annual dividend (year-end)	*2 7.5 yen	<b>14 yen</b>	+6.5 yen	+86.7%

## Compared with earnings forecast

Earnings forecast (B)	Compared with forecast (A - B)	Rate of change compared with forecast
25,200	△410	△1.6%
14,830	△342	△2.3%
58.8%	△0.4pt	—
12,600	△427	△3.4%
3,900	+6	+0.2%
3,200	△112	△3.5%
2,230	+85	+3.8%
8.8%	+0.5pt	—
2,200	+95	+4.3%
8.7%	+0.5pt	—
1,230	+84	+6.8%
14 yen	- yen	- %

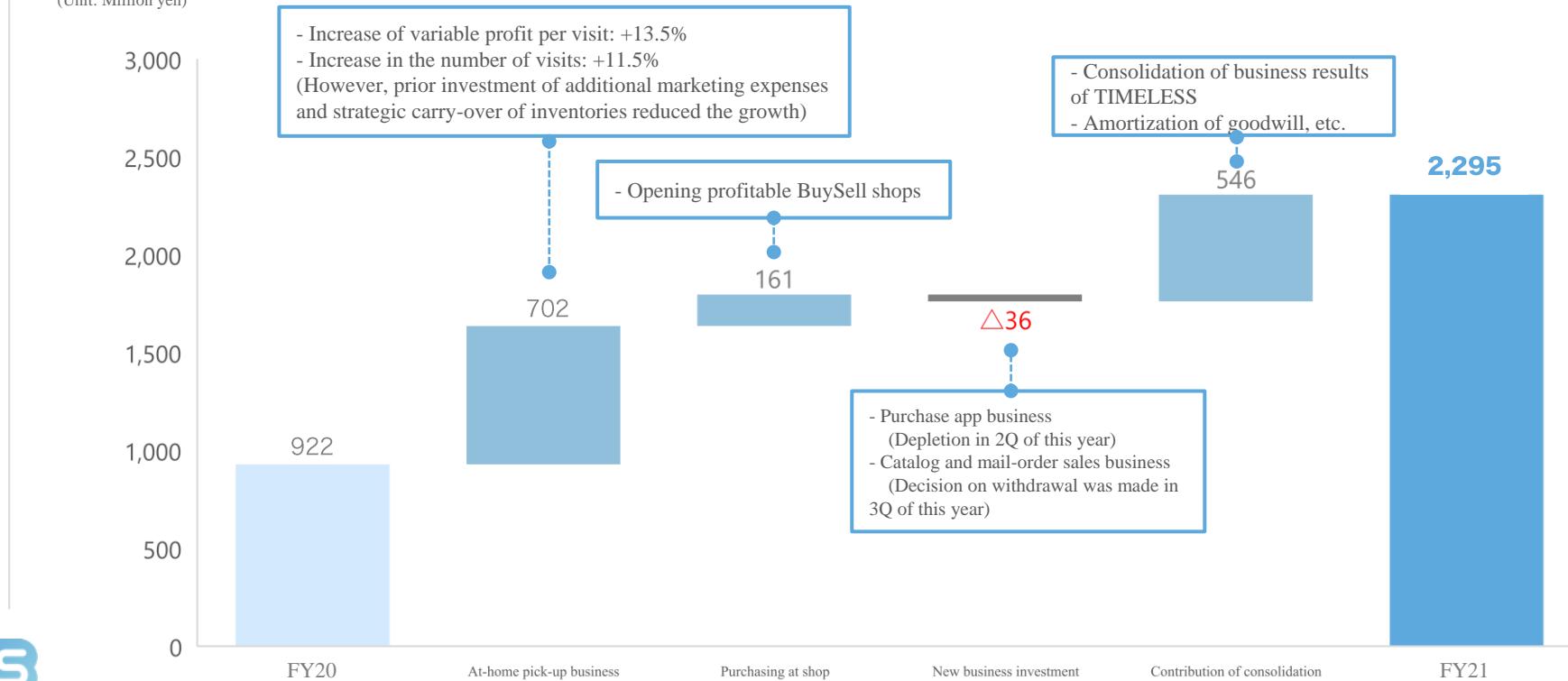
\*1 Consolidated settlement started in FY2020. Only the balance sheet was consolidated in the FY2020, taking December 31, 2020 as the deemed acquisition date.

\*2 The 2-for-1 stock split was performed on January 1, 2021. It shows dividend per share after the stock split.

# Analysis of FY2021 consolidated ordinary income (compared with the previous period)

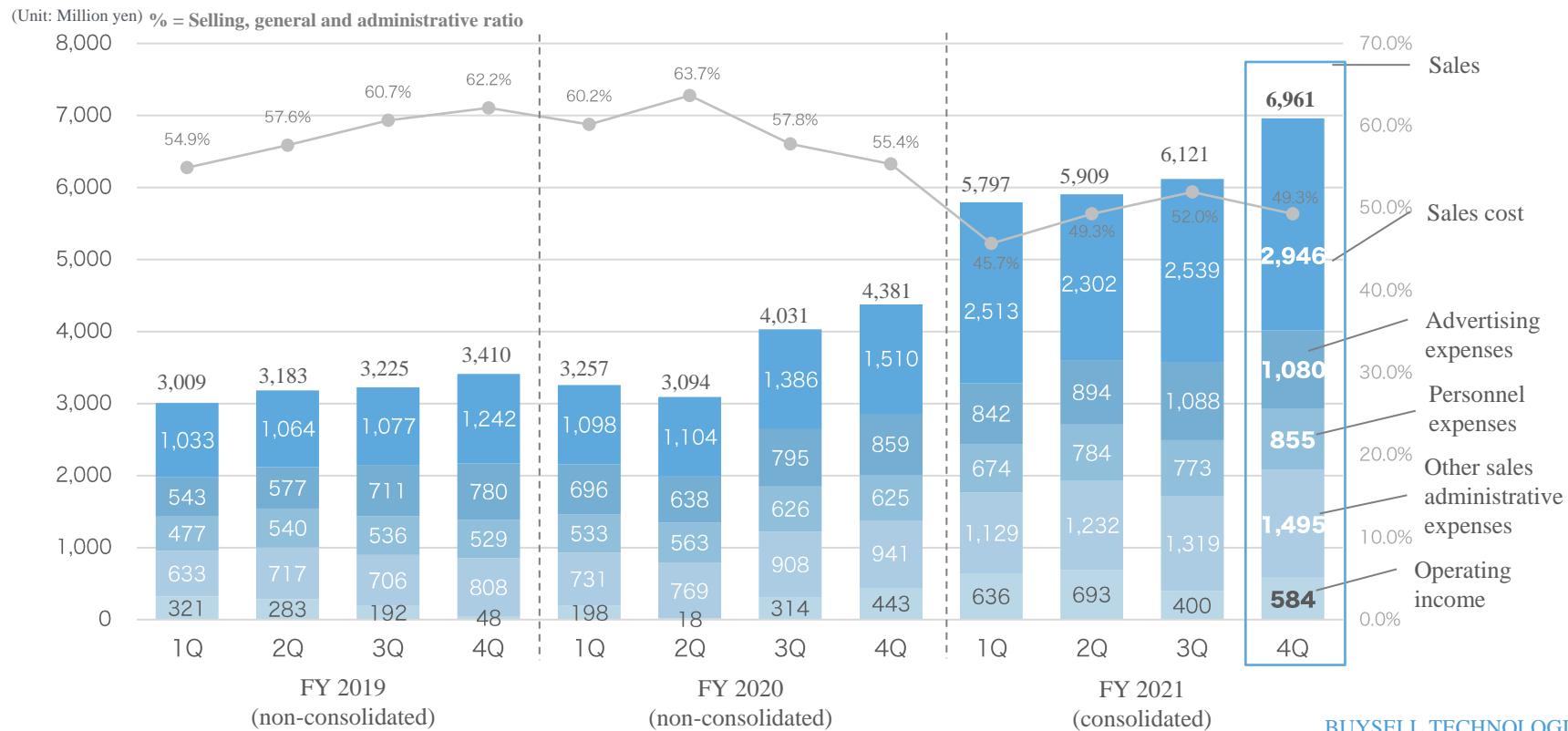
- We achieved a growth of at-home pick up service with upfront investment in marketing cost for business growth after the following period and inventory buildup for improving profit margin through strengthening of B2C sales. Consolidated ordinary income increased to 2,295 million yen thanks to profitability of the purchase at shop service, earnings inclusion of TIMELESS, and early realization of the synergy with the company.

(Unit: Million yen)



# Quarterly transition

- Sales continued to rise in the forth quarter of 2021, achieving the highest quarterly sales ever.
- Profit increased 31.9% YoY though the strategic bid was made to hold down sales in the fourth quarter, following the third quarter, by building up inventories for B2C sales in expectation of a further business growth after the following period in light of the progress to the full-year profit forecast.



# FY2021 Profit-and-loss statement (Non-consolidated)

- BuySell also achieved a growth in revenue and profits on unconsolidated basis with ordinary income being flat to the forecast at 1,749 million yen, up 88.4% YoY, as inventories were built up and marketing activities were added for the purpose of increasing profit margin through B2C sales.
- Ordinary income ratio largely increased 2.9pt YoY as a result of 0.6pt YoY increase in gross profit margin through the measure to increase B2C sales ratio and a reduction in selling, general and administrative expenses over the forecasted figures.

(Unit: Million yen) <b>Non-consolidated PL</b>	1Q of FY2021 (Jan.-Mar. 2021)	Compared with the corresponding period the year before	2Q of FY2021 (Apr.-Jun. 2021)	Compared with the corresponding period the year before	3Q of FY2021 (Jul.-Sep. 2021)	Compared with the corresponding period the year before	4Q of FY2021 (Oct.-Dec. 2021)	Compared with the corresponding period the year before	Full year of FY2021 (Jan.-Dec. 2021)	Compared with the corresponding period the year before
Sales	4,347	+33.5%	4,505	+45.6%	4,707	+16.7%	5,386	+23.0%	<b>18,946</b>	+28.3%
Gross profit	2,812	+30.2%	3,007	+51.1%	3,110	+17.6%	3,576	+24.6%	<b>12,508</b>	+29.4%
Gross profit margin	64.7%	△1.6pt	66.8%	+2.4pt	66.1%	+0.5pt	66.4%	+0.9pt	<b>66.0%</b>	+0.6pt
Selling, general and administrative expenses	2,297	+17.2%	2,609	+32.4%	2,805	+20.4%	3,031	+24.9%	<b>10,745</b>	+23.6%
(Breakdown) Advertising expenses	768	+10.3%	838	+31.2%	986	+24.0%	987	+14.8%	<b>3,580</b>	+19.7%
(Breakdown) Personnel expenses	614	+15.2%	714	+26.8%	702	+12.1%	771	+23.4%	<b>2,802</b>	+19.3%
Operating income	515	+159.6%	398	+2071.7%	304	△3.1%	545	+23.0%	<b>1,763</b>	+80.9%
Sales to operating income ratio	11.9%	+5.8pt	8.8%	+8.2pt	6.5%	△1.3pt	10.1%	+0.0pt	<b>9.3%</b>	+2.7pt
Ordinary income	511	+159.6%	394	+2220.5%	302	△2.1%	541	+33.4%	<b>1,749</b>	+88.4%
Ordinary income ratio	11.8%	+5.7pt	8.8%	+8.2pt	6.4%	△1.2pt	10.1%	+0.8pt	<b>9.2%</b>	+2.9pt
Net income in this term	335	+296.1%	168	+1912.4%	175	△9.1%	410	+43.8%	<b>1,089</b>	+90.6%

# Changes in KPIs (at-home pick up service)

- Gross profit margin per visit was below the full-year forecast because of holding down sales by making a strategic bid to build up inventories for the purpose of increasing B2C sales ratio. Advertising expenses was flat to the forecasted figure due to continued cost control.
- Variable profit per visit largely increased 13.3% YoY because of an increase in the quantity of commodities purchased per visit and an improvement in B2C sales ratio.

## KPI (at-home pick up service): Number of visits × Variable profit per visit\* (\*gross profit – advertising expenses)

Changes in KPIs (Comparison between full fiscal year and total periods)	FY2018	FY2019	FY2020	FY2021		YoY
	Full FY	Full FY	Full FY	Full-FY plan	Full-FY result	
Number of visits (cases)	158,197	180,146	187,871	210,000	<b>209,526</b>	+11.5%
Variable profit per visit (yen)	28,615	32,178	35,526	42,000	<b>40,238</b>	+13.3%
- Gross profit margin per visit (yen)	40,797	46,687	51,443	59,000	<b>57,324</b>	+11.4%
- Advertising expenses per visit (yen)	12,182	14,509	15,917	17,000	<b>17,086</b>	+7.3%

Changes in KPIs (Comparison of quarter accounting period)	FY2020				FY2021				Against the 4 Q period
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4 Q	
Number of visits (cases)	44,412	41,512	47,344	54,603	43,318	51,393	52,553	<b>62,262</b>	+14.0%
Variable profit per visit (yen)	32,943	32,550	39,067	36,822	42,437	42,658	38,673	<b>38,031</b>	+3.3%
- Gross profit margin per visit (yen)	48,627	47,941	55,869	52,563	60,172	58,966	57,447	<b>53,885</b>	+2.5%
- Advertising expenses per visit (yen)	15,684	15,391	16,803	15,741	17,734	16,308	18,773	<b>15,854</b>	+0.7%

# FY2021 Balance Sheet

- A high inventory level was maintained by making a strategic bid to extend the turnover period for the purpose of further enhancing the B2C sales ratio.
- Goodwill was added up as a result of making TIMELESS Co., Ltd. a subsidiary at the end of the previous term. The depreciation period is 10 years and depreciation started this term.

(Unit: Million yen)			Consolidated			BuySell, non-consolidated		
			End of FY2021 (A)	End of FY2022 (B)	Changes (B)-(A)	End of FY2021 (C)	End of FY2022 (D)	Changes (D)-(C)
Assets	Current assets	Cash and deposits	3,640	4,772	+1,131	3,104	4,370	+1,266
		Inventories (turnover period)	1,862 (- *1)	2,142 (70.0 days)	+279 (-)	981 (54.0 days)	1,065 (57.2 days)	+84 (+3.2 days)
		Other	319	432	+112	874	802	△72
	Fixed asset	Goodwill (*2)	1,803	1,623	△180	2,077	2,087	+10
		Other	1,212	1,315	+104	972	1,010	+37
	Total assets		8,837	10,285	+1,448	8,010	9,335	+1,325
Liability	Interest-bearing debt		3,555	3,115	△439	3,302	2,937	△364
	Other		2,031	2,577	+546	1,450	2,023	+573
Net assets	Capital (incl. capital surplus)		1,637	1,716	+79	1,637	1,716	+79
	Retained earnings		1,595	2,805	+1,209	1,601	2,586	+984
	Other		17	70	+52	17	70	+52
Total liabilities and net assets			8,837	10,285	+1,448	8,010	9,335	+1,325

\*1 Consolidated settlement started in FY2020. Only the balance sheet was consolidated in the FY2020, taking December 31, 2020 as the deemed acquisition date.

\*2 The non-consolidated balance sheet of BuySell shows the amount of “subsidiary stocks”.



# Effect of the spread of novel coronavirus infections

- The visit rate fell in urban areas for FY2021 due to a surge in the number of domestic infections in August and September. This resulted in a decrease in value of commodities purchased per visit.
- A further increase in the number of domestic infections in January 2022 resulted in a slight decrease in the number of visit compared with its expectation. But this had an insignificant impact on financial results because the number of visits showed a recovery trend after February.

## Impact on BuySell's business of the spread of the novel coronavirus infection

	April to May 2020	January to March 2021	August to September 2021	January to February 2022
Buyi ng	<ul style="list-style-type: none"><li>• The number of inquiries dropped about 30% from the initially forecasted figure.</li><li>• The quantity of commodities purchased at visit fell as the negotiation time with the customer was shortened.</li></ul>	<ul style="list-style-type: none"><li>• The number of inquiries is down by about 20% from the figure initially forecast because a state of emergency has been declared again. Influences such as a decline in the quantity of commodities purchased after visit are minor.</li></ul>	<ul style="list-style-type: none"><li>• <b>Visit rate dropped in urban areas</b> as the number of domestic infections shot up. This reduced the amount of goods purchased per visit.</li></ul>	<ul style="list-style-type: none"><li>• Domestic infections surged in January, and the number of visits slightly decreased over the expectation. This had an insignificant impact on financial results because of a recovery trend in the number of visits after February.</li></ul>
	<ul style="list-style-type: none"><li>• Events at department stores were canceled, home and overseas auctions were postponed, the selling prices of some commodities tumbled, and EC sales of brand items was sluggish.</li></ul>	<ul style="list-style-type: none"><li>• Unlike April last year, the impact on the sales channel has been limited.</li><li>• Holding events at department stores has not been affected but some effect such as a decline in the number of customers visiting department stores has taken place.</li></ul>	<ul style="list-style-type: none"><li>• Influences on sales through B2B and EC are diminutive.</li><li>• Sales at events were called off in department stores, but the impact was insignificant because the closure was small in scale and lasted for only a short time.</li></ul>	<ul style="list-style-type: none"><li>• Business operation continued as usual.</li></ul>
	<ul style="list-style-type: none"><li>• Business operation was scaled down by cutting down the advertising expenses and decreasing the number of visits by about 30% from the initial forecast.</li></ul>	<ul style="list-style-type: none"><li>• Business operation continued as usual.</li><li>• Cost control, centering on advertising cost, was implemented.</li></ul>	<ul style="list-style-type: none"><li>• Business operation continued as usual.</li></ul>	<ul style="list-style-type: none"><li>• Business operation continued as usual.</li></ul>

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## Earnings forecast for full FY2022

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# Earnings and dividend forecasts for FY2022

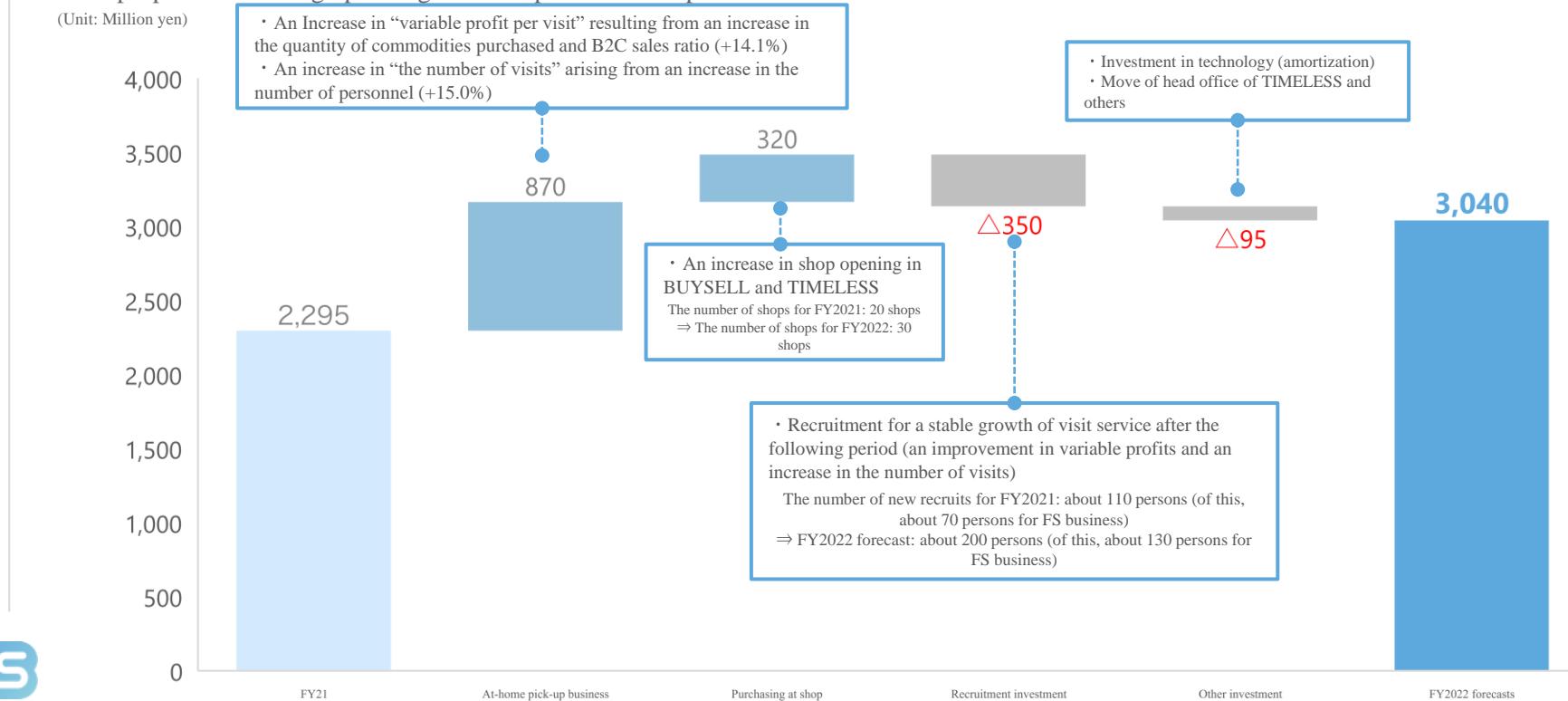
- Sales and ordinary income are forecasted to be 32,500 million yen and 3,040 million yen for FY2022, respectively, keeping a growth rate of 30% or more. Dividend is expected to be paid 20.0 yen, up 6.0 yen.
- For FY2022, profit margin is forecasted to be equal to that for the previous fiscal year as gross margin rate is expected to increase due to strengthening of B2C sales and upfront investment is reflected mainly in recruitment for a medium-term growth.

(Unit: Million yen) <b>Consolidated PL</b>	Results of the full FY2021	<b>Earnings forecast for FY 2022</b>	Changes	Compared with the corresponding period the year before
Sales	24,789	<b>32,500</b>	+7,710	+31.1%
Gross profit	14,487	<b>19,100</b>	+4,612	+31.8%
Gross profit margin	58.4%	<b>58.8%</b>	+0.3pt	-
Selling, general and administrative expenses	12,172	<b>16,000</b>	+3,827	+31.4%
(Breakdown) Advertising expenses	3,905	<b>4,900</b>	+994	+25.5%
(Breakdown) Personnel expenses	3,087	<b>4,000</b>	+912	+29.5%
Operating income	2,315	<b>3,100</b>	+784	+33.9%
Sales to operating income ratio	9.3%	<b>9.5%</b>	+0.2pt	-
Ordinary income	2,295	<b>3,040</b>	+744	+32.4%
Ordinary income ratio	9.3%	<b>9.4%</b>	+0.1pt	-
Net income attributable to owners of the parent	1,314	<b>1,730</b>	+415	+31.6%
<b>Dividend forecast</b>				
Annual dividend (year-end)	14.0 yen	<b>20.0 yen</b>	+6.0 yen	+42.9%

# Analysis of consolidated ordinary income in FY2022 earnings forecast

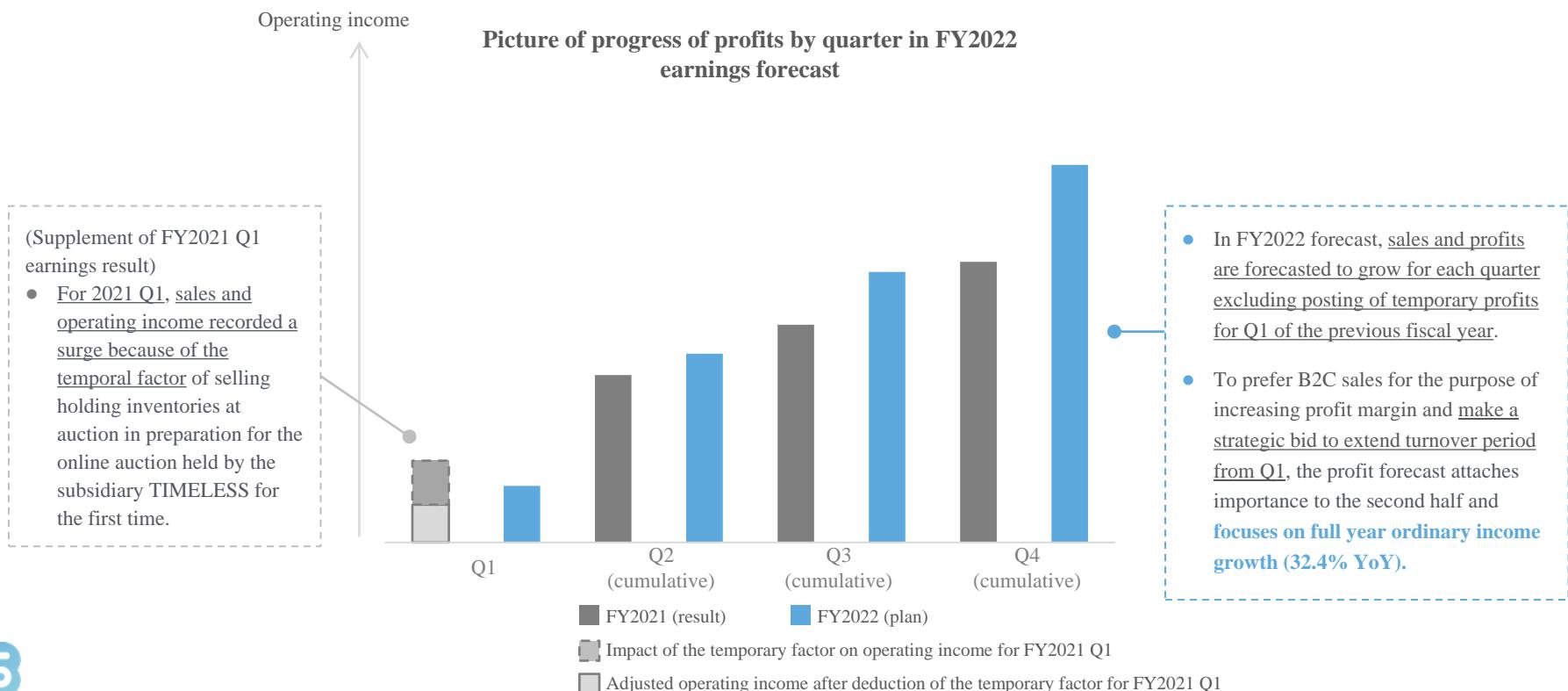
- An increase in the quantity of commodities purchased and an improvement in B2C sales ratio will result in a growth in variable profit per visit, and additionally shop opening will be accelerated in BUYSELL and TIMELESS
- Consolidated ordinary income is forecasted to be 3,040 million yen as the forecast reflects active recruitment investment plan for the purpose of building up an organization possible to respond to a medium-term increase in the number of visits.

(Unit: Million yen)



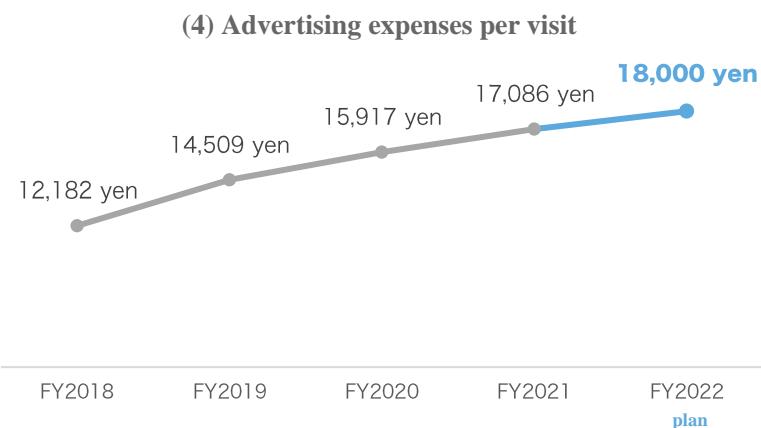
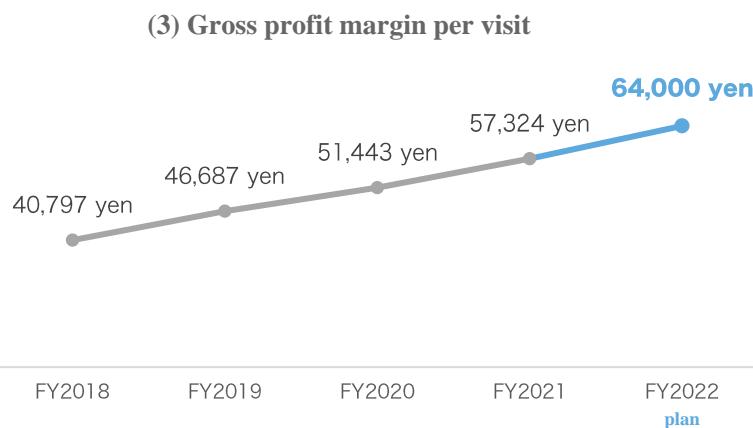
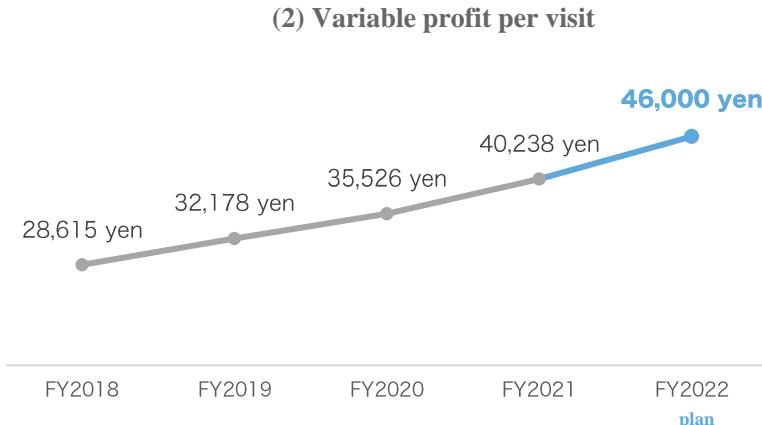
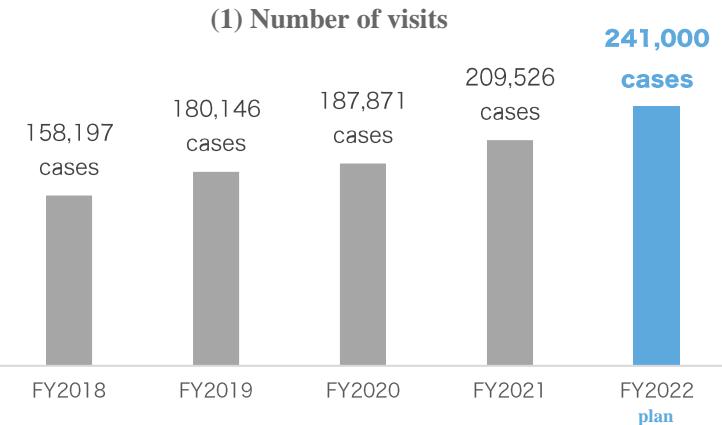
# Reference) FY2022 forecasted progress of quarterly profit

- In FY2022 forecast, profits is expected to decrease for the first quarter because of reaction to temporary profits for the previous year. Excluding such temporary impact, sales and profits are forecasted to quarterly increase YoY and ordinary income are expected to grow 32.4% YoY on a full year basis.



# Reference) FY2022 KPI forecast for at-home pick up service

**KPI (at-home pick up service): (1) Number of visits × (2) Variable profit per visit\* (\*<sup>(3)</sup> gross profit – <sup>(4)</sup> advertising expenses)**



## Appendix

# Medium-Term Business Plan 2024

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# Medium-term Business Plan 2024

FY2022 to FY2024

February 14, 2022

BuySell Technologies Co., Ltd.  
TSE Mothers: 7685

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## BuySell Technologies Medium-term Business Plan 2024

- 01 Medium-term business plan
- 02 Business strategy
- 03 Investment and financial strategy
- 04 Corporate governance and ESG/SDGs
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01

# Medium-term Business Plan

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# Position of medium-term business plan - Ideal in FY2024

## Mission of BUYSELL group

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- **Contribute to establish the recycling-based society** through revitalization of the secondary trading market for the purpose of realizing sustainable society
- **Seek sustainable growth and maximize enterprise value** as a company jointly creating value with various stakeholders such as customers, shareholders, employees and society

## Ideal in FY2024

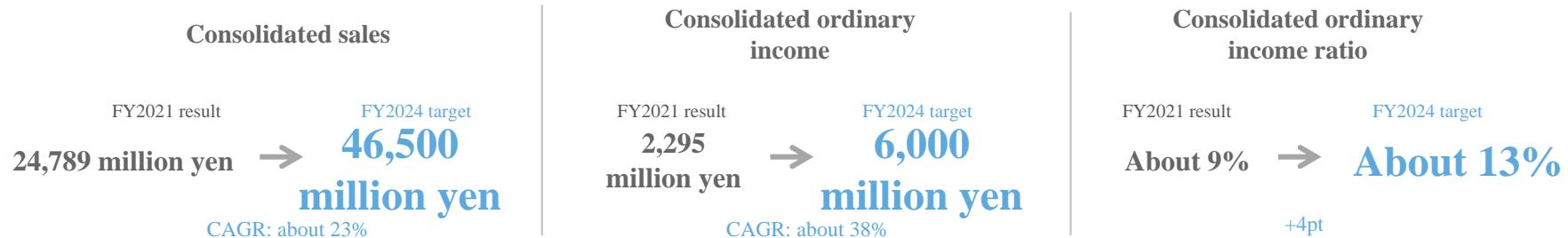
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- Establish the position as **a reuse tech company** by promoting the integration of the **real with technology (IT and DX)**
- Secure an unrivaled, established **leading position in reuse at-home pick up service**
- Set a target for **average annual growth rate of consolidated ordinary income of about 40%** for three years (FY2024.12) on **organic growth** basis
- Build up the corporate governance system **combining sustainable growth with strengthening of governance** for the purpose of **maximization of shareholder value**

# Medium-term business plan financial guidance - FY2024 earnings target

## Targets based on organic growth

FY2024 December earnings targets based on **organic growth of existing businesses in BUYSELL and TIMELESS**  
(excluding effect of future M&As)



## Targets based on inorganic growth

Seek a discontinuous growth by **actively promoting M&As**

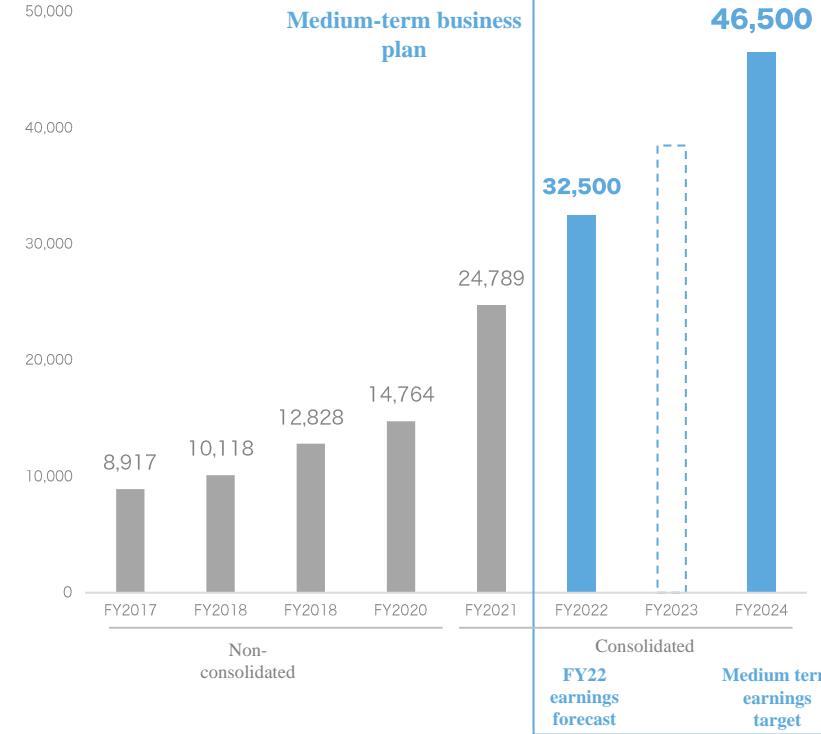
- Achieve the target for **ordinary income of 6,000 million yen plus something extra (upside)** for FY2024 December
- Build the foundation for long-term business sustainability and growth after FY2024 December

# Review of financial results and medium-term earnings targets based on organic growth

(Unit: Million yen)

## Consolidated sales

Medium-term business plan



FY17-FY21  
CAGR : 29.1%

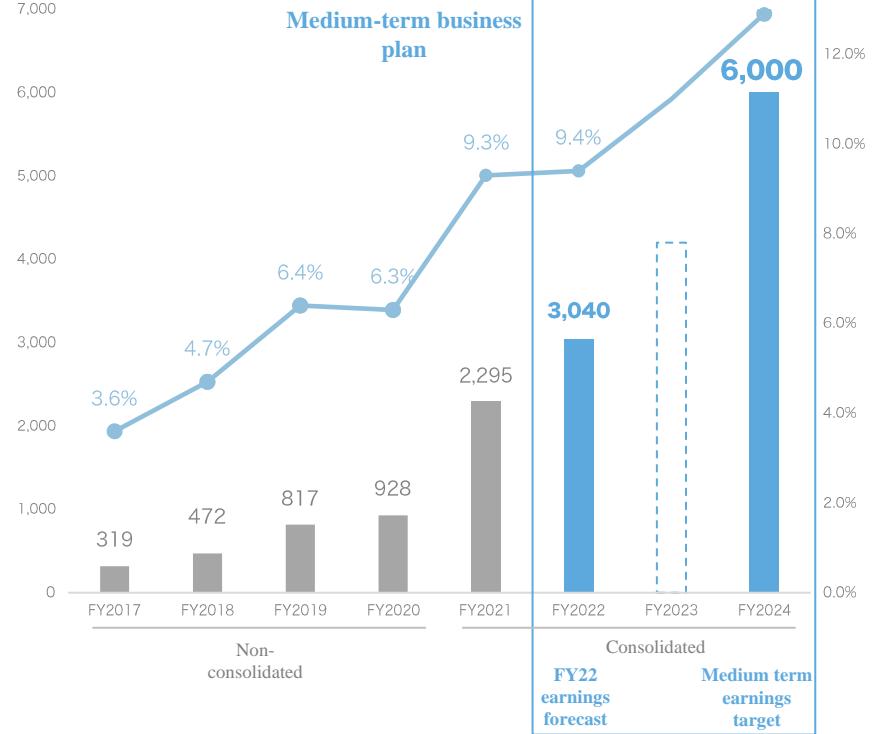


FY21-FY24  
CAGR : 23.3%

(Unit: Million yen)

## Consolidated ordinary income

Medium-term business plan



FY17-FY21  
CAGR : 63.9%



FY21-FY24  
CAGR : 37.6%



02

## Business strategy

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# Potential of reuse market and strategic basic policies

Potential for growth  
of reuse market

Actual reuse market scale

2022: **3.0 trillion yen**

CAGR : About 7%

Potential reuse market scale

Hidden assets\*: **37.1 trillion yen**

\*Hidden assets: Prices of unwanted articles at home that have not been used for one year or longer

The company's  
view about the  
market

- Main needs for selling commodities for the purpose of realization and replacement
- Possible to purchase commodities at all purchase channels (including shops and delivery)
- Wide customer base ranging from young people to elderly people
- Severe competitive environment

- Main needs for selling commodities for the purpose of disposal
- Favorable for at-home pick up directly accessible to commodities disused in houses
- Customer base mainly consisting of elderly people with many hidden assets
- Mild competitive environment

The company's  
strategic basic  
policies

Strengthen purchase channels such as shops  
and increase market share through M&As

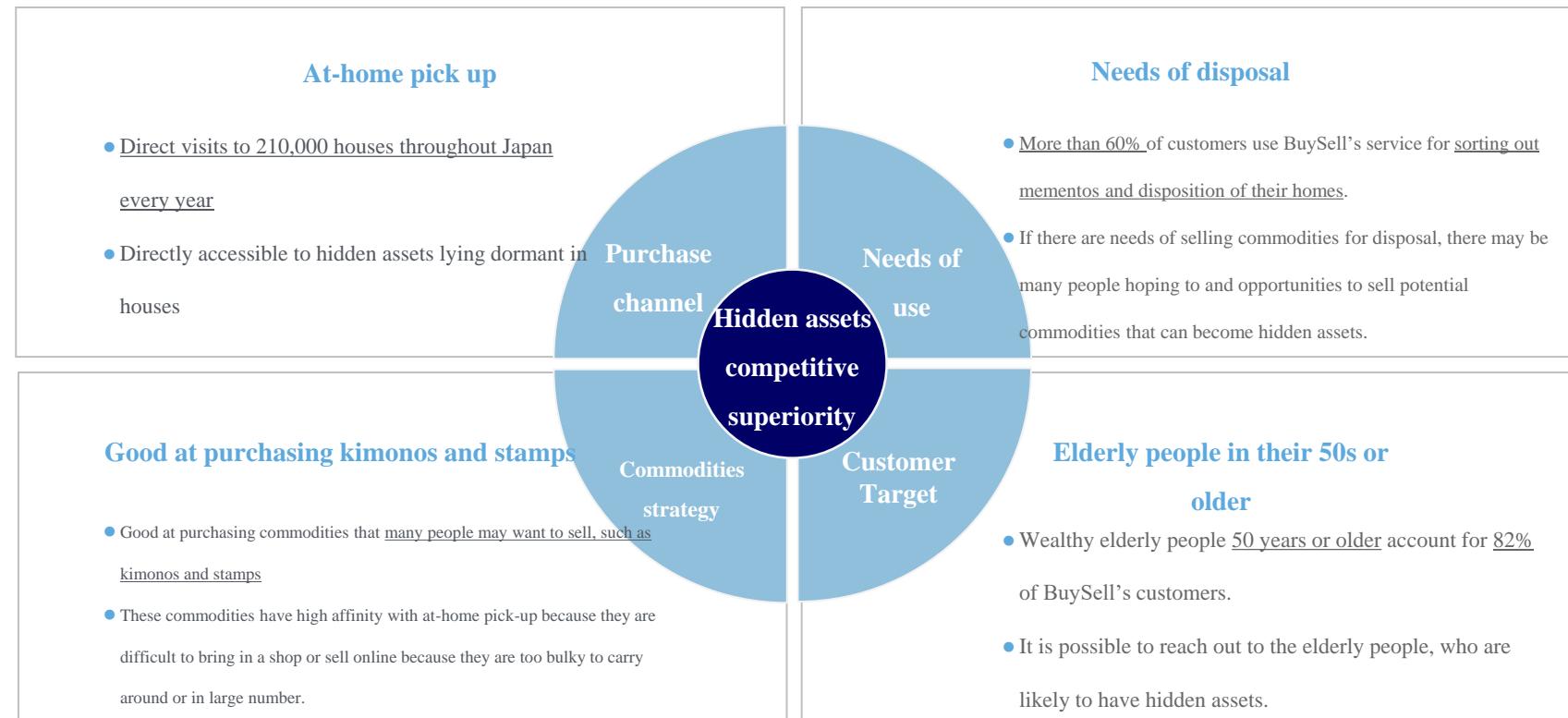
Give top priority to growth investment in at-  
home pick up service to keep a leading position



Source: Compiled by BuySell based on Secondhand Business Data Book 2021 by Recycle Tsushin, Basic Preparation Concerning Data-driven Society in Japan in 2017 by Ministry of Economy, Trade and Industry (market research concerning electronic commerce), result of research dated November 7, 2018 by Nissei Institute for Basic Research

# Competitive superiority in potential reuse market of hidden assets

- A direct access can be made to assets hidden in houses by visiting them to purchase commodities, which is the flagship business of BuySell.
- Realizing competitive superiority against hidden assets, a potential reuse market with a great growth potential



# Medium-term Business Plan, Summary of Business Strategy

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## A

### Acceleration in technological investment mainly in strengthening of IT and DX

- Accelerate data-driven management by strengthening IT and DX and making business more efficient by further introducing technology

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## B

### Continuous strengthening of at-home pick up service and B2C sales

- Strengthen the area strategy in at-home pick up service
- Strengthen B2C sales by introducing technology in sales

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## D

### M&A

- Execute M&As in the reuse area contributing to strengthening of present competitiveness and reinforcement of businesses by operations in uncovered areas

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## C

### Expansion of purchase at shop service

- Accelerate the group's shop strategy for shops of BUYSELL and TIMELESS

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## E

### New business

- Offer new services by making the reuse platform SaaS
- Commercialize the areas neighboring needs of selling commodities for disposal and the areas related to elderly people

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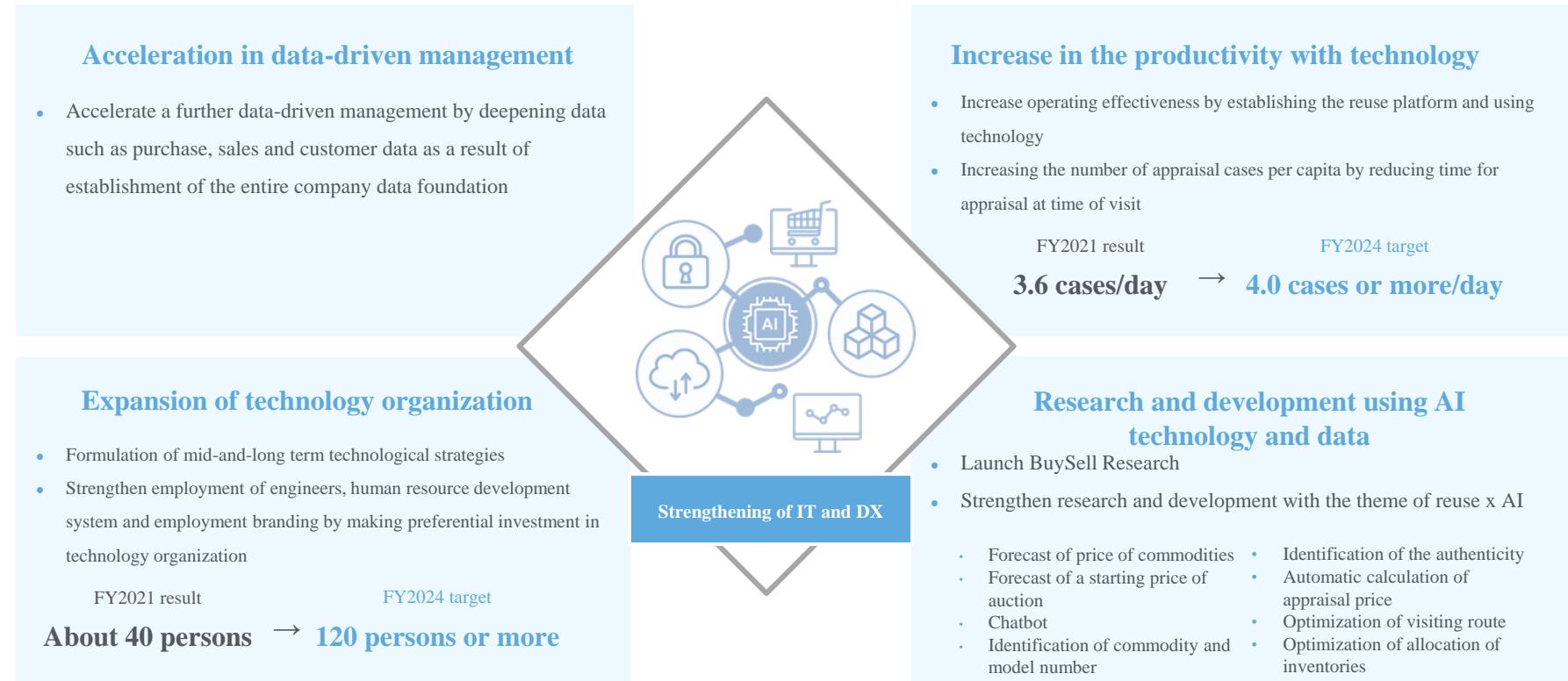
## S

### Organic growth strategy

### Inorganic growth strategy

# A. Strengthening of investment in the technology area

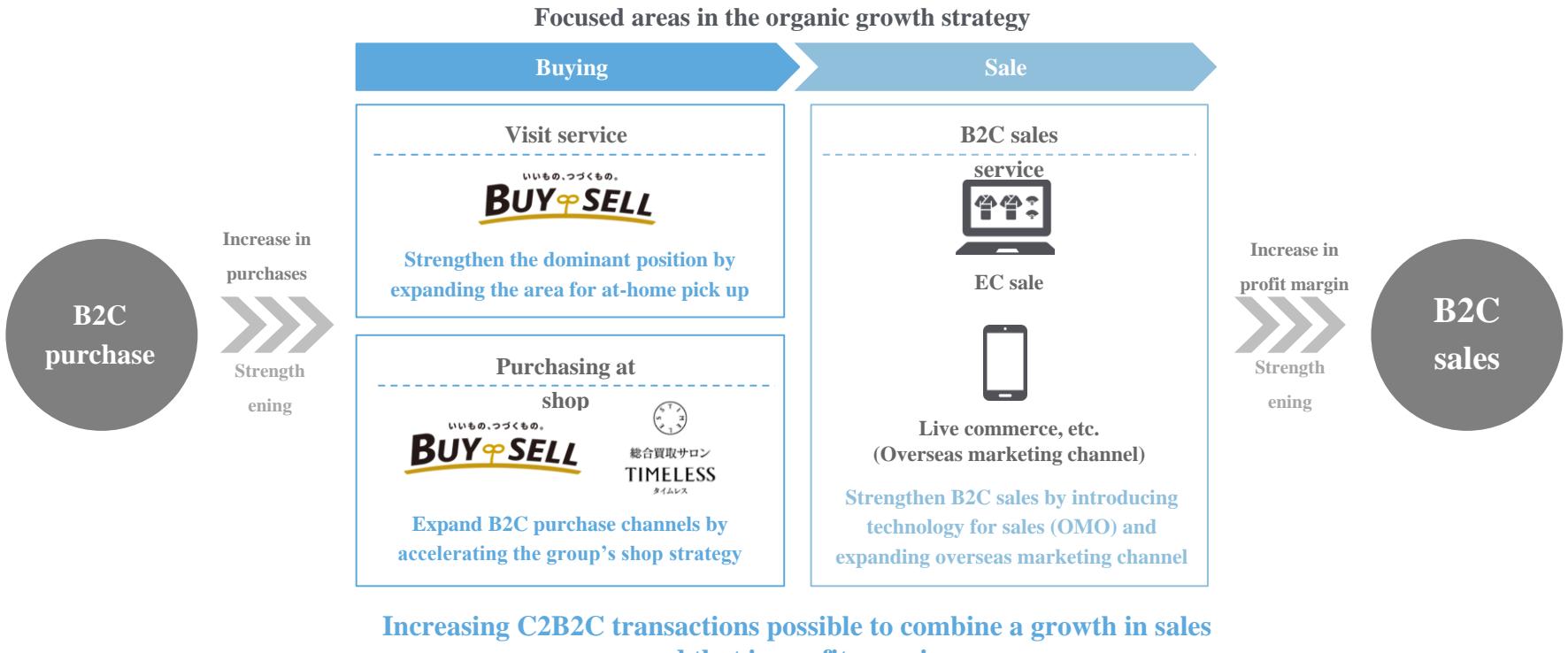
- Accelerate business growth by increasing the productivity with technology and deepening data-driven management through establishment of data foundation



**Promote the combination of real (people and goods) x technology (IT and DX) to become a reuse tech company**

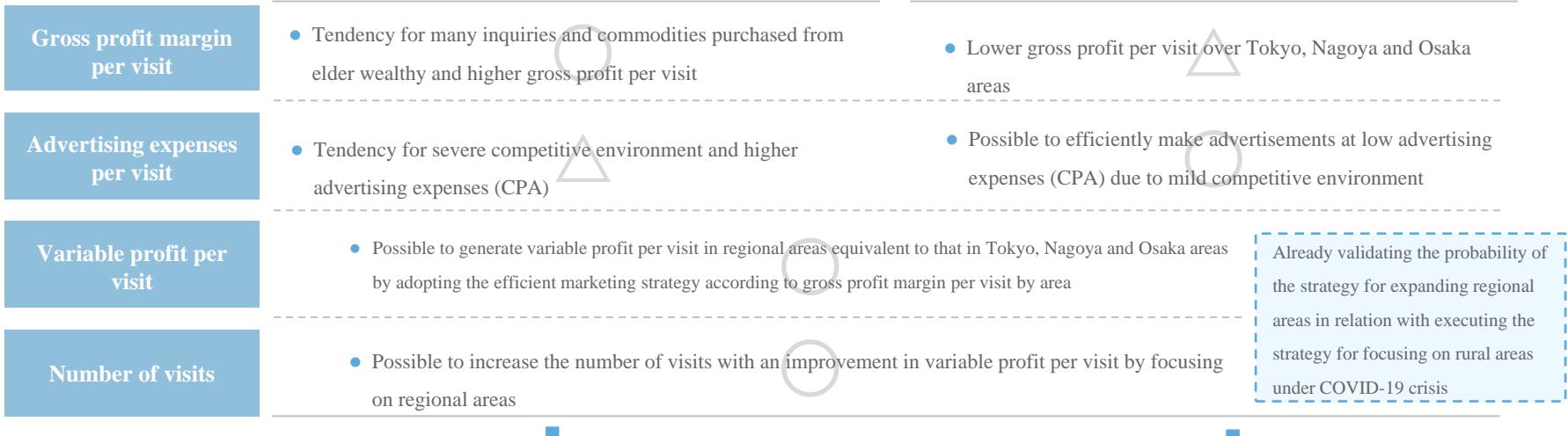
## B/C. Basic policy of organic growth strategy

- Focusing on increasing C2B2C transactions that are possible to grow in sales and profit margins for realizing organic growth in medium- to long-term.



## B. Area expansion strategy in at-home pick up service

- Executing optimum strategy of marketing, bases, and personnel distribution in regional areas in addition to urban areas, Tokyo, Nagoya and Osaka mainly to Combine an increase in the number of visits and maximization of variable profits per visit by area and pursue further growth.



Further strengthening the foundation through continuing investment

Strengthening investment in focused regional areas

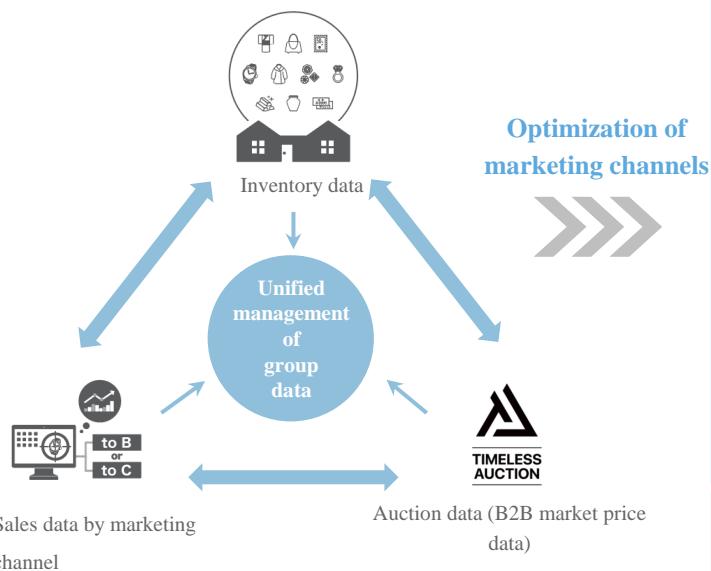
- Divide into segment by fragmented area before executing the cross-media marketing strategy which is the strength of the company
- Strengthen sales capabilities with organization and personnel distribution optimized by area by increasing the number of bases

Combine an increase in the number of visits and maximization of variable profits per visit by maximizing return on investment by area

## B. Strengthening B2C sales by introducing technology for sales

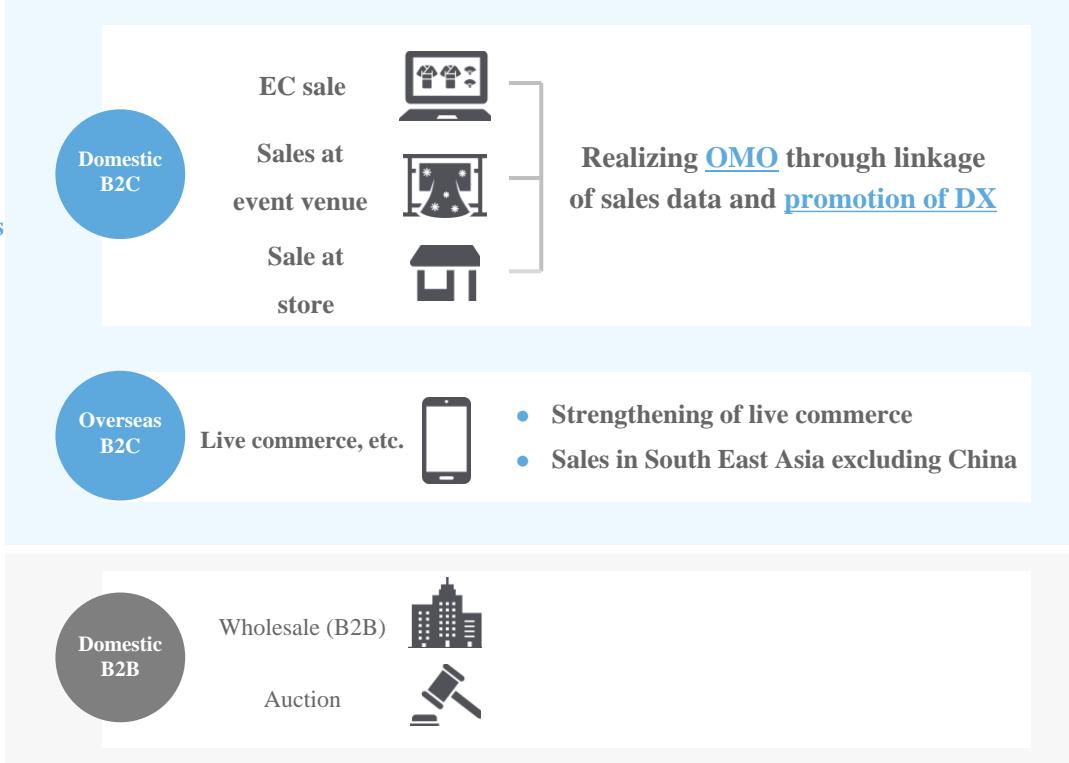
- Increase profit margins by optimizing marketing channels with unified management of group data, making B2C sale OMO (Online merges with Offline) and increasing overseas marketing channels

### Optimizing marketing channels through unified management of group data



### Increasing profit margins by making B2C sale OMO and

### expanding overseas marketing channels



## C. Strategy for increasing purchase shops

- Strengthen the purchase at shop channel differentiating from at-home pick up by accelerating the group's expansion of shops with effective use of synergy of the group

### Shops in BUYSELL



#### Advantage

- Effect of attracting customers through recognition of BUYSELL resulting from large-scale marketing campaign concerning BUYSELL at-home pick up service
- Targeting elderly customers with the needs for selling commodities for disposal
- Guiding customers who are resistance to at-home pick up to a shop



Increase the number of shops in the group to 50 for FY2024

### Shops in TIMELESS



総合買取サロン  
**TIMELESS**  
タイムレス

#### Advantage

- Favorable location and sense of security of permanent shops in department stores
- Mainly targeting elderly wealthy using department stores
- Taking marketing measures such as DM in collaboration with department stores
- Guiding customers who are resistance to at-home pick up to a shop



# Major KPI targets (FY2024) in at-home pick up service

**KPI (at-home pick up service): (1) Number of visits × (2) Variable profit per visit\* (\*<sup>(3)</sup> gross profit – <sup>(4)</sup> advertising expenses)**

(1) Number of visits		(2) Variable profit per visit	
FY2021 result	FY2024 target	FY2021 result	FY2024 target
<b>209,526 cases</b>	→ <b>320,000 cases</b>	<b>40,238 yen</b>	→ <b>51,000 yen</b>
(3) Gross profit margin per visit		(4) Advertising expenses per visit	
FY2021 result	FY2024 target	FY2021 result	FY2024 target
<b>57,324 yen</b>	→ <b>72,000 yen</b>	<b>17,086 yen</b>	→ <b>21,000 yen</b>

## Other important KPIs

Number of inquiries (CPA*1)		FS business (at-home pick-up): Number of employees	
FY2021 result	FY2024 target	At end of December of FY2021	FY2024 target
<b>350,204 cases</b>	→ <b>508,000 cases</b>	<b>344</b>	→ <b>560</b>
(10,223 yen/case)		*incl. managers and office workers	

High-ranking appointment ratio*2		B2C sales ratio	
FY2021 result	FY2024 target	FY2021 result	FY2024 target
<b>44.4%</b>	→ <b>50%</b>	<b>20.3%</b>	→ <b>30%</b>

\*1 CPA: Advertising expenses per inquiry (advertising expenses concerning at-home pick up ÷ the number of inquiries)

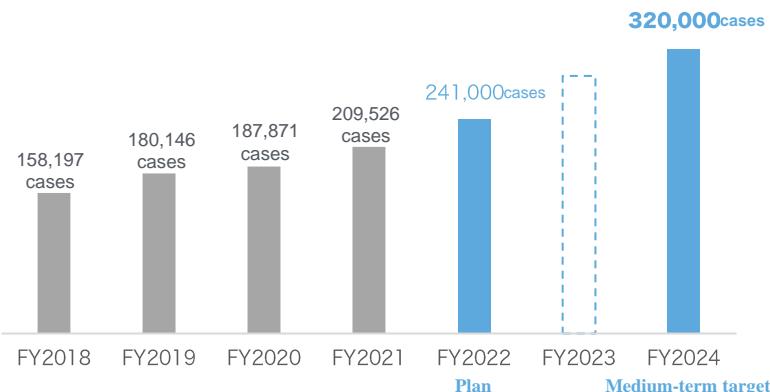
\*2 High rank appointment ratio: Appointments are classified into five ranks, A-E, according to the expected gross profit per visit for internal management accounting.

Ratio of appointments with higher ranks of A - C among the relevant ranks to the number of visits (number of appointments with the ranks of A - C ÷ Number of visits)

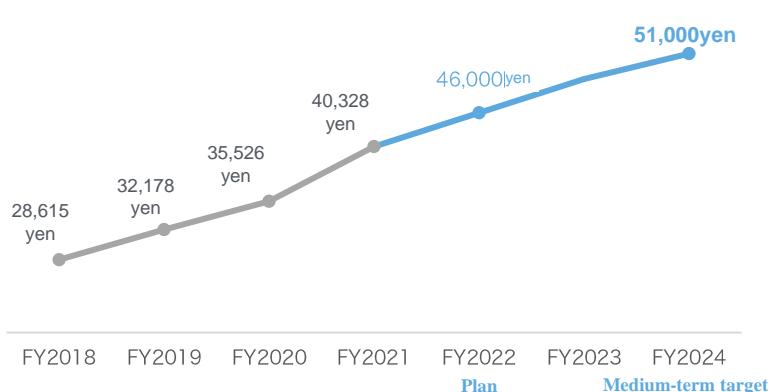
# Reference) Trend of major KPI for at-home pick up service (i)

KPI (at-home pick up service): (1) Number of visits × (2) Variable profit per visit\* (\*3) gross profit – (4) advertising expenses)

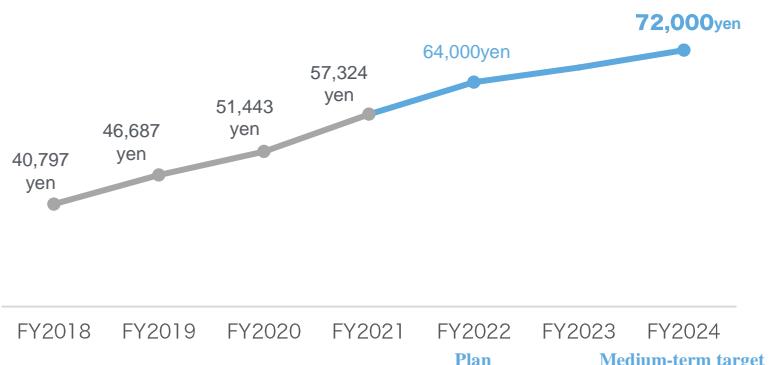
(1) Number of visits



(2) Variable profit per visit



(3) Gross profit margin per visit

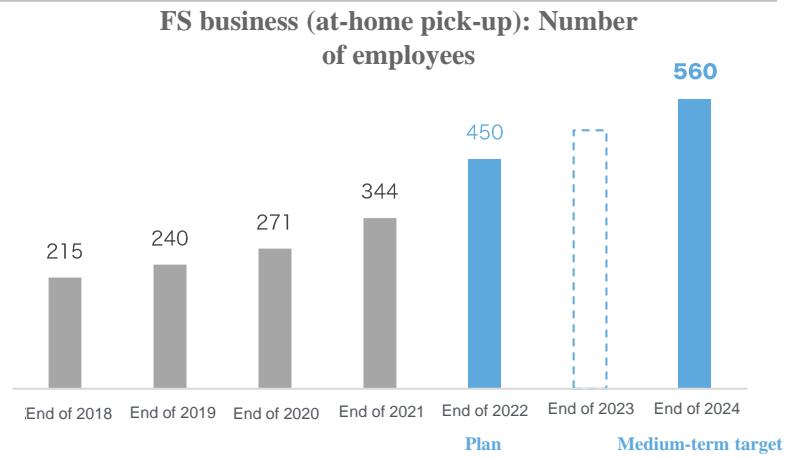
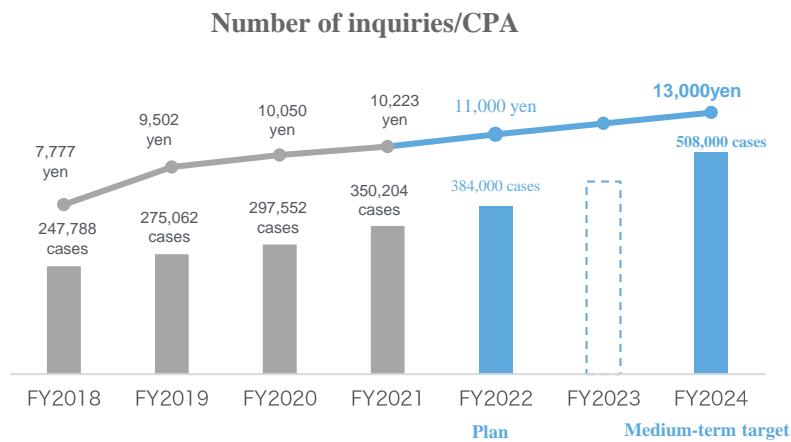


(4) Advertising expenses per visit

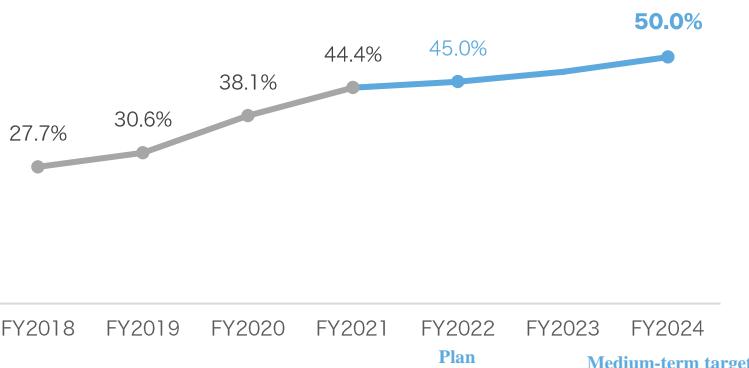


# Reference) Trend of major KPI for at-home pick up service (ii)

## Other important KPIs



## High-ranking appointment ratio

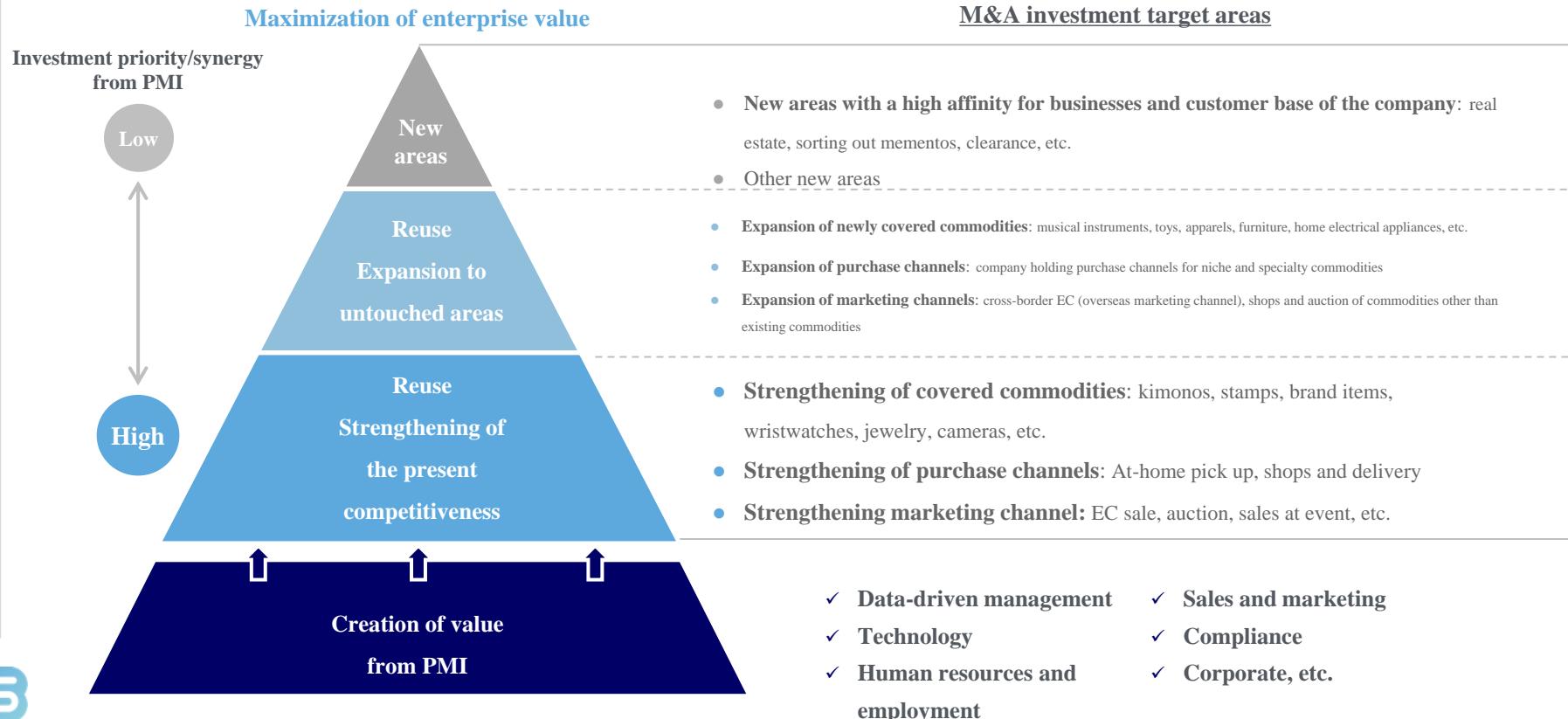


## B2C sales ratio



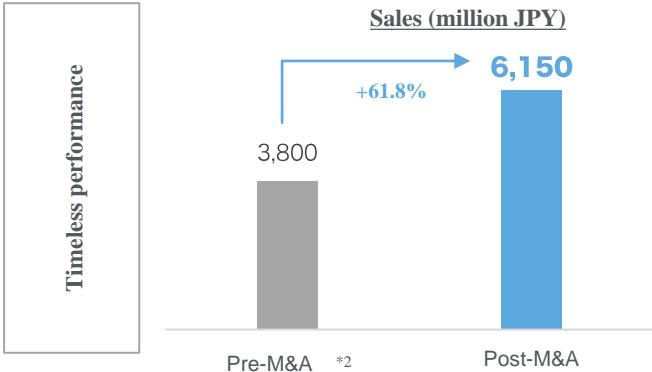
## D. M&A strategy

- Have a policy for increasing the priority on M&A investment in the reuse area contributing to strengthening of the present competitiveness and reinforcement of business by operations in untouched areas
- Increase enterprise value by increasing return on investment through strategic M&A in areas with the high probability of synergy generated by PMI



# D Results of M&A with Timeless

- Achieved M&A results that contributed to group synergy and improvement of corporate value through company-wide support at PMI after M&A.

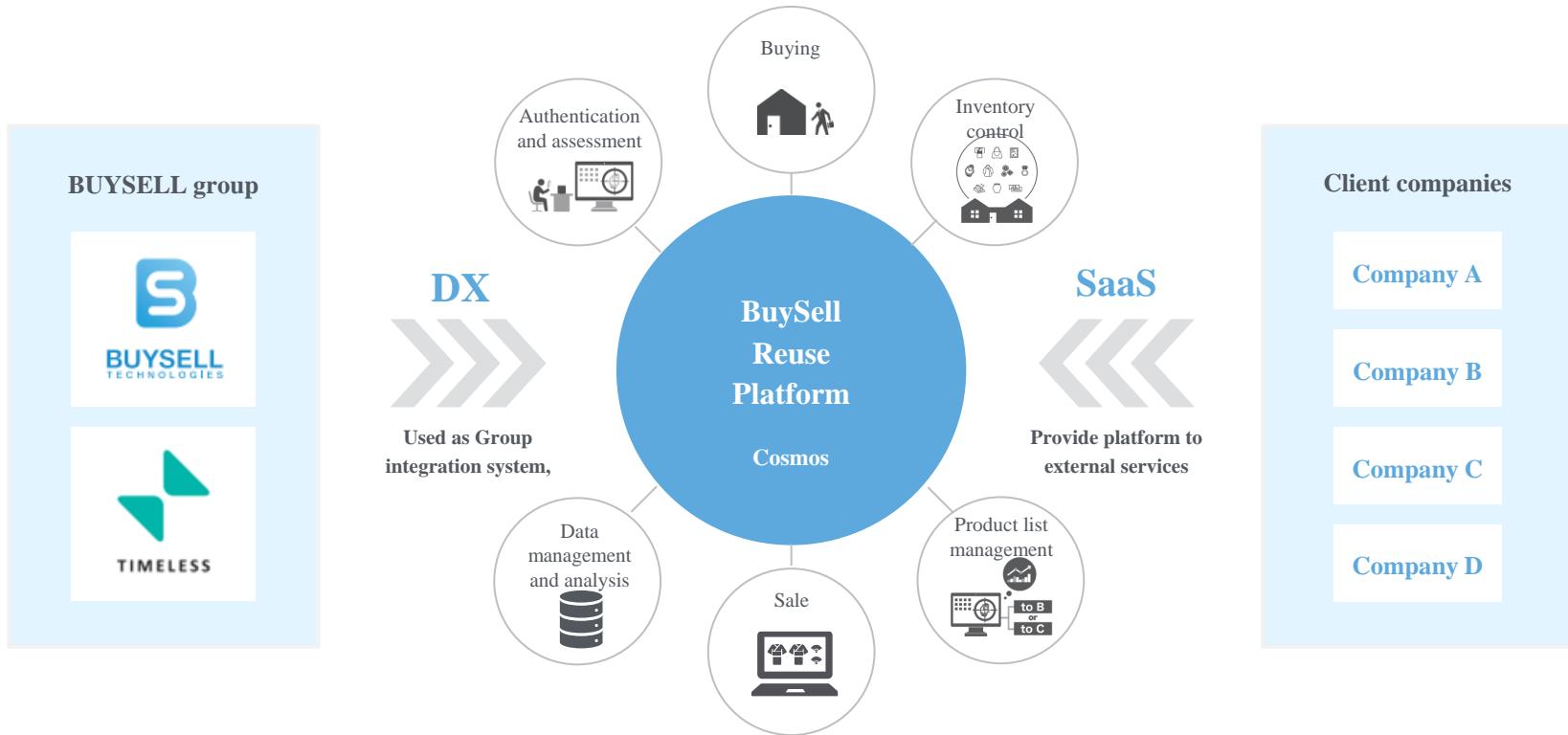
M&A.	Project overview	Main PMI support contents												
Overview	Conversion of Timeless Co., Ltd into a wholly owned subsidiary (only reuse business)	<b>Data driven</b> <ul style="list-style-type: none"> <li>Sharing of data-based KPI visualization / monitoring know-how</li> </ul>												
M&A completion date	November 6, 2020 (included into the scope of consolidation from FY2021 December)	<b>Employment</b> <ul style="list-style-type: none"> <li>Increased from <u>37</u> at the end of December to <u>95</u> at the end of September 2021</li> <li>Acceleration of the number of events and store openings by expanding personnel</li> </ul>												
Scheme	Share acquisition (cash consideration) + partial equity swap	<b>Technology</b> <ul style="list-style-type: none"> <li>Construction of web auction system</li> <li>System integration of inventory / sales data, etc.</li> <li>Marketing support for DM and web advertising in collaboration with department stores</li> </ul>												
Consideration for M&A acquisition	Share acquisition: Approx. 1.65 billion Equity swap: Approximately 300 million JPY (140,000 shares) *1 Total acquisition consideration: Approximately 1.95 billion JPY	<b>Marketing sales</b> <ul style="list-style-type: none"> <li>Group sharing of know-how such as sales and assessment</li> </ul>												
Amount of goodwill recorded	Approx. 1.8 billion JPY (10-year depreciation)	<b>Corporate etc.</b> <ul style="list-style-type: none"> <li>Cost reduction and operational efficiency improvement through corporate function integration</li> <li>Establishment of compliance system</li> </ul>												
 <p><b>Sales (million JPY)</b></p> <table border="1"> <thead> <tr> <th>Period</th> <th>Sales (million JPY)</th> </tr> </thead> <tbody> <tr> <td>Pre-M&amp;A</td> <td>3,800</td> </tr> <tr> <td>Post-M&amp;A (FY2021)</td> <td>6,150</td> </tr> </tbody> </table>		Period	Sales (million JPY)	Pre-M&A	3,800	Post-M&A (FY2021)	6,150	<p><b>Ordinary income (million JPY)</b></p> <table border="1"> <thead> <tr> <th>Period</th> <th>Ordinary income (million JPY)</th> </tr> </thead> <tbody> <tr> <td>Pre-M&amp;A</td> <td>282</td> </tr> <tr> <td>Post-M&amp;A (FY2021)</td> <td>745</td> </tr> </tbody> </table> <p>+61.8%</p> <p>+164.2%</p> <p><b>Timeless performance</b></p>	Period	Ordinary income (million JPY)	Pre-M&A	282	Post-M&A (FY2021)	745
Period	Sales (million JPY)													
Pre-M&A	3,800													
Post-M&A (FY2021)	6,150													
Period	Ordinary income (million JPY)													
Pre-M&A	282													
Post-M&A (FY2021)	745													

\*1 Listed as number of shares after consideration of share split that came into effect on January 1, 2021. Equity swap consideration calculated at the closing price on the date of the equity swap (November 6, 2020).

\*2 For the pre-M&A performance figures, the adjusted PL figures for FY2020 calculated by the Company and external organizations at the time of implementation of the financial DD are adopted only for the reuse business from the viewpoint of comparability.

## E SaaS concept for reuse platform

- With the launch of the BuySell Reuse Platform (Cosmos), SaaS will be developed as a platform and a new revenue pillar created by making it available to external vendors.

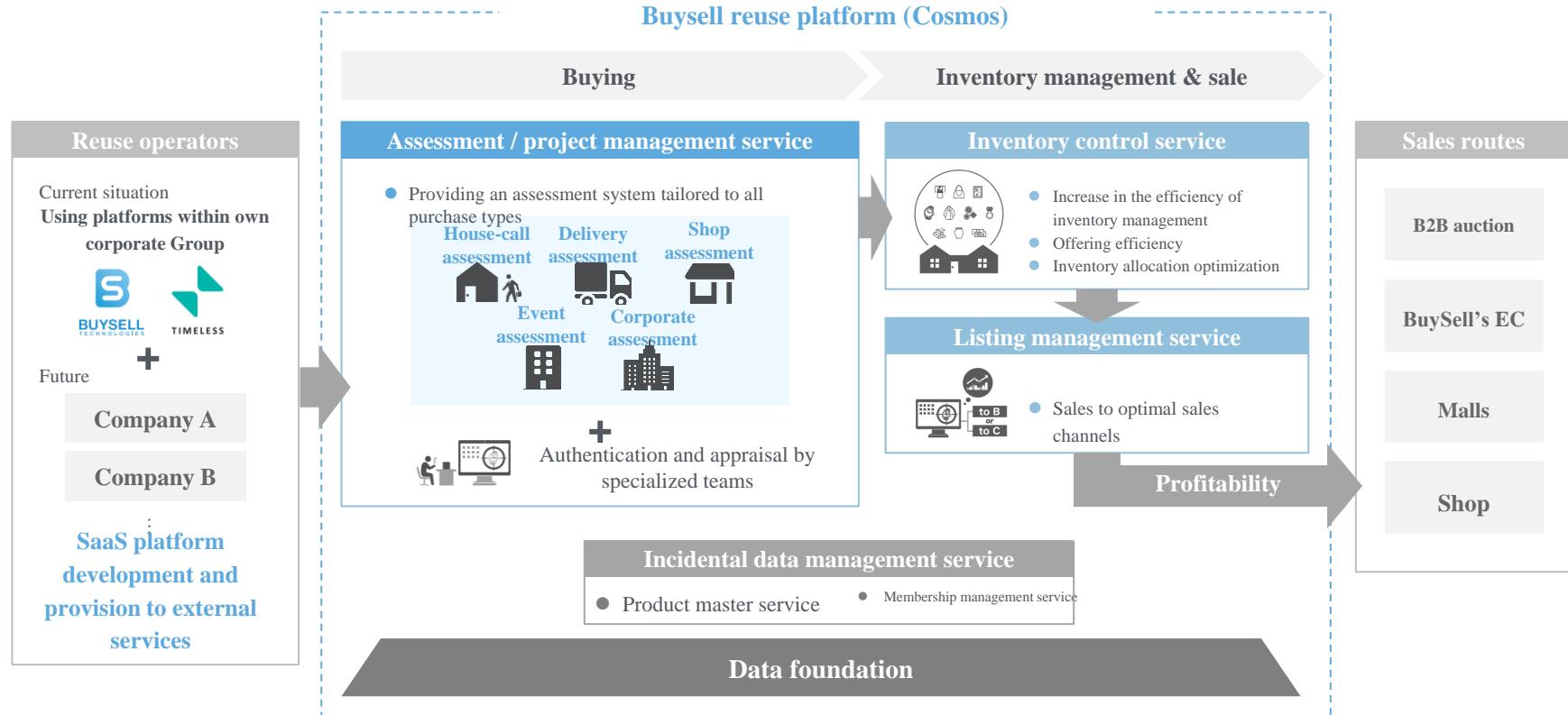


We provide all functions, from purchase to sales, to realize a world where all kinds of reuse vendors use the Buysell reuse platform.



# E Ref: Promotion of DX in reuse platform

- Promote DX of reuse business from purchase to sale through Buysell reuse platform (Cosmos)



## E Organization and disposal needs, promotion of commercialization in senior sector

- In addition to the customer referral model through alliances focusing on sectors that have a high affinity with our all-important senior customer base and organization and disposal needs, the aim is also to launch business within the Group.



- Among uses of at-home pickup service, about 60% for needs of sorting out mementos and organization of their home
- Wealthy elderly people 50 years or older account for 82% of BuySell's customers.
- Each assessment home visit yields about 90 minutes communication with the customer.

Looking at strengthening alliances and commercialization focused on sectors have a high affinity with our "senior customer base" and "organization / disposal needs"



### Recovery of unwanted articles

- Tie-up with modecas Inc., which provides Okomari (addition of the customer sending model)
- Tie-up with Relief Co., Ltd.



### Sale of real estate

- Tie-up with Speee Inc., which provides sumai-step/Ieul (addition of customer sending model)



### Insurance

- Tie-up with Financial Agency Inc.



### Consultation about inheritance, making preparation for death, etc.

- Tie-up with Kamakura Shinsho Ltd./Kabushikigaisha Syukatsu Net



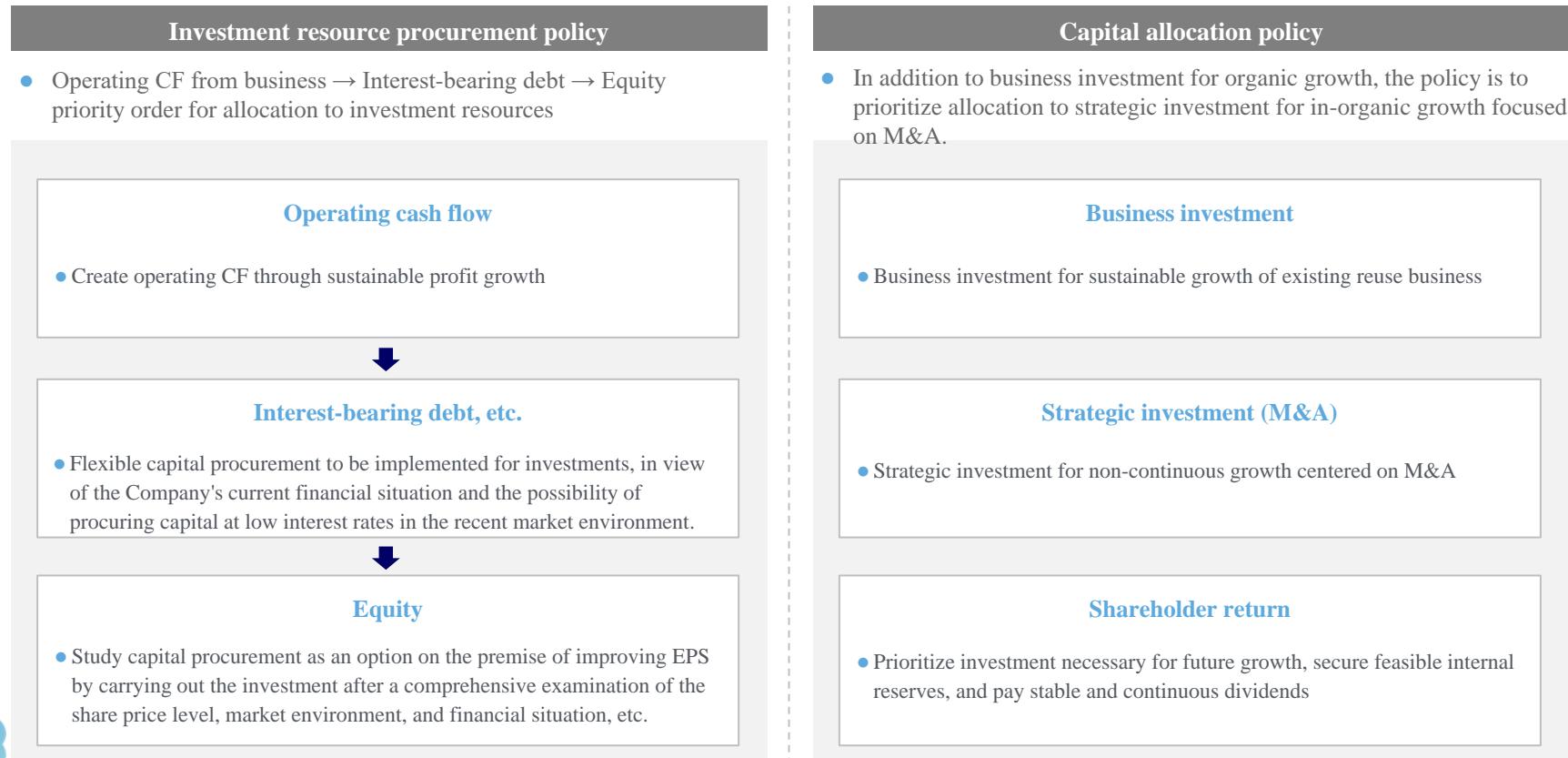
03

## Investment / financial strategy

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# Capital allocation policy

- The aim is to have strong operating cash flow generating capacity based on high profit growth and flexible interest-bearing liability generating capacity founded on a stable financial base, so that we can secure funds for investment in business growth and in M&A, and realize capital allocation for sustainable growth.



# Investment policy

- Proactive business investment for sustainable growth and strategic investment in M&A that realizes discontinuous growth, based on a disciplined investment policy

	<u>Main investment targets</u>	<u>Investment policy (investment discipline)</u>
Business investment	<ul style="list-style-type: none"><li>Technology investment to enhance IT / DX</li><li>Marketing investment</li><li>Human capital investment (recruitment / organizational strengthening)</li><li>Capital investment such as warehouse relocation / expansion and store expansion</li><li>Investment in strengthening compliance system</li></ul>	<ul style="list-style-type: none"><li>Control cost investment allocation on the premise that it will be reflected in planned profit.</li><li>In principle, business investment that is expected to have a medium to long-term return on investment should be made within the range that exceeds the planned profit.<ul style="list-style-type: none"><li>Additional TV commercials, etc., to raise profile.</li></ul></li><li>When making temporary business investments that will impact planned profits other than the above, make sure to have sufficient dialogue with the capital markets.</li></ul>
Strategic investment	<ul style="list-style-type: none"><li>M&amp;A</li></ul> <p>From the perspective of maximizing corporate value and synergy, in principle, priority is given to majority investments that can be made part of the consolidated group.</p>	<ul style="list-style-type: none"><li>Policy of implementing disciplined investment based on M&amp;A investment standards set in-house<ul style="list-style-type: none"><li>Upper limit setting of EV / EBITDA magnification</li><li>Companies that are in the black or companies that are likely to be in the black in the short term</li><li>Group synergy creation accuracy and business growth potential at PMI</li><li>Impact of consolidated PL (in principle, no "goodwill loss" on the assumption of J-GAAP) etc.</li></ul></li></ul>
	<ul style="list-style-type: none"><li>New business</li></ul>	<ul style="list-style-type: none"><li>The policy is to make limited initial investment, carefully verify business profitability and growth potential, and gradually expand the investment limit in the phases where investment return is anticipated.</li></ul>

# Financial policy

- By implementing disciplined financial management while emphasizing growth investment, we can secure investment funds that enable proactive business investment and M&A while maintaining the stability of our financial base.

Consolidated BS as of the end of December 2021

		(Unit: Million yen)
<b>Cash and deposits</b>	<b>4,772</b>	<b>Interest-bearing debt</b>
		<b>3,115</b>
<b>Inventories</b>	<b>2,142</b>	<b>Other liability</b>
		<b>2,577</b>
<b>Goodwill</b>	<b>1,623</b>	<b>Net assets</b>
		<b>4,592</b>
<b>Other assets</b>	<b>1,746</b>	

- Monitoring of cash and deposit level held by comprehensive examination of the following
  - Required working capital
  - Business investment limit
  - M&A investment limit (including post-execution level)
  - Downside protection
- Leverage reuse inventory characteristics (\*1), monitor the turnover period, and consider the balance between cash flow and profitability
- Goodwill to equity ratio: Monitor with a guideline of about 1.0 times or less

- Carry out capital procurement in consideration of the balance between the use of funds, financial stability and financial leverage.
- When carrying out highly strategic M&A, the policy is to allow a temporary increase in leverage while using the following financial disciplines as a guide.  
Financial disciplines
  - Net D / E ratio: 0.5 times or less
  - Net Debt / EBITDA magnification: 1.0x or less
- While priority is given to interest-bearing debt financing, if there is a temporary dip in financial stability post M&A, or if it is necessary to secure future financial leverage reserves, consider raising equity.
- When procuring equity for M&A, investigate the possibility of improving post investment and procurement EPS.  
Financial discipline
  - Equity ratio: 40% or more

\*1: Reuse inventory can be redeemed in a short period of time by to-B sales (auction, etc.), and in principle, only merchandise that can be sold is purchased, so the risk of retention of purchased inventory is low.

# Shareholder return policy

- By prioritizing growth investment, the aim is to improve TSR (total shareholder yield) through medium to long-term share price increases due to an increase in EPS (earnings per share), as well as paying stable and continuous dividends. Shareholder return is the basic policy.

## Basic shareholder return policy

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- Basic policy is to target improvement of TSR \*
- Prioritize business investment and M&A that are needed for growth in order to sustainably improve corporate value, and aim for medium to long-term share price increases by increasing EPS
- Pay stable and continuous dividends while securing internal reserves that can prioritize and carry out investments needed for future growth.

### TSR (Total Shareholder Yield)

Stock price rise

- Aiming for medium to long-term share price increases through continuous increase in EPS

Dividends

- From the perspective of being able to pay stable and continuous dividends, the policy is to pay dividends with a consolidated dividend payout ratio of 20% as a benchmark (maintaining the current dividend policy).

04

## Governance system • ESG / SDGs

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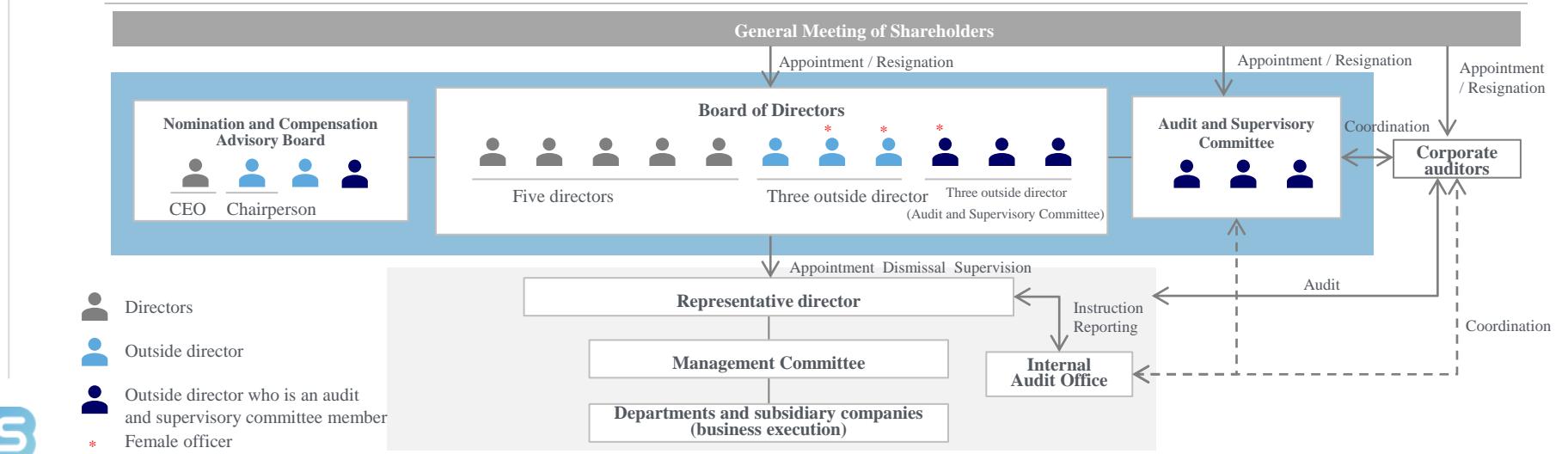
# Strengthening our corporate governance system

- With the aim of improving corporate value, further enhancing governance, and aiming for management transparency and objectivity, we transitioned to a company with an Audit and Supervisory Committee and to a system in which independent outside directors occupy the majority of positions on the Board of Directors.

## Strengthening our corporate governance system (assuming approval by resolution at the General Meeting of Shareholders to be held in March 2022)

- Transition from a company with a board of corporate auditors to **a company with an audit and supervisory committee**
- Transition to a board structure in which **independent outside directors** (including directors who are Audit and Supervisory Committee members) make up the **majority of the Board of Directors**
- Continued operation of a **Nomination and Compensation Advisory Board**, of which the **Chairperson and the majority of members are external directors**
- Increased the ratio of female directors** in the interests of promoting the diversity of the Board of Directors (3 female directors out of 11 directors overall)

## Corporate governance organizational diagram (assuming approval by resolution at the General Meeting of Shareholders to be held in March 2022)



# Invitation of two newly appointed independent outside directors

- Our governance system has been enhanced by the invitation of two new outside directors, one with a background in financial institutions and institutional investment, and the other with experience as director of a listed company.

## New candidate independent outside directors (directors who are not members of the Audit and Supervisory Committee )

(assuming approval by resolution at the General Meeting of Shareholders to be held in March 2022)

**Yuki Akiyama**



After working at UBS Securities, joined the hedge fund Speedwell / Nezu in 2008. An analyst and fund manager for Asian and Japanese equities at the Tokyo, Singapore and Hong Kong offices and is involved in corporate analysis and equity management. In 2017, worked as a portfolio manager for Japanese equities at Millennium Capital, a US hedge fund. Engaged in investment business for startups from 2019. Partner at Globe Advisor Ventures.

### Reason for invitation

Ms. Akiyama was invited onto the Board because of her experience and knowledge of financial institutions and as an institutional investor, and for the purpose of strengthening the Company's governance of corporate management from an investor's perspective, and of enhancing constructive dialogue with capital markets.

**Kayo Gado**



After working for Nippon Life Insurance Company, joined J-COM Co., Ltd. (currently Like Co., Ltd.) in 2006, spending seven years of her tenure as a director. In charge of the Group's business administration and business promotion, and also serves as Representative Director.

### Reason for invitation

Ms. Gado was invited because of her knowledge and experience of business management as the COO of a listed company, and for the purpose of strengthening advice and management monitoring for the mid to long term business growth of the Company, from the perspective of an independent outside director.

# Structure of Board of Directors

- By appointing directors based on a skill matrix that defines the main areas that the Company expects from directors, the structure of the Board of Directors has been changed to one that can achieve both the mid to long-term growth of the Group and the strengthening of its governance.

**Directors' Skill Matrix** (assuming approval by resolution at the General Meeting of Shareholders to be held in March 2022)

Name	Position	Independent	Gender	Specialty / experience						
				Corporate management	Sales marketing	Accounting / Finance	Technology	Compliance and risk management	M&A	Investment and capital markets
Kyohei Iwata	President, representative director & CEO	●	●	●	●					
Hideki Yoshimura	Chairman of board of directors	●	●	●					●	
Koji Ono	Director CFO	●	●	●		●			●	
Masayuki Imamura	Director CTO	●	●	●			●			
Daiya Ota	Director (CEO, Timeless)	●	●	●	●					
Yuki Akiyama	Outside director	●	●							●
Kayo Gado	Outside director	●	●	●					●	
Toshihiro Hara	Outside director	●	●					●		
Mami Suzuki	Outside director Full-time member of supervisory board	●	●			●				
Shinichi Sugiyama	Outside director (Audit and Supervisory Committee)	●	●					●		
Seiichiro Kawasaki	Outside director (Audit and Supervisory Committee)	●	●			●				

# ESG/SDGs in BuySell group

- From the perspective of sustainability of business activities required by society, we have established a sustainability strategic policy centered on compliance / risk management and organizational / human capital management.

## A bridge that connects important things, beyond people and spanning time

- To be a company that can contribute to the realization of a sustainable society through the formation of a recycling-oriented society by expanding the secondary distribution market through the growth of the reuse business.
- Based on a foundation policy of balancing business activities in accordance with the Group's mission with activities aimed at addressing social issues, we place importance on social necessity and sustainability in our business activities.



## The two pillars of our sustainability strategy

Environment

Social

Governance

### Compliance and risk management

#### Priority measures

Strengthen corporate and service governance

Enhance information security

Maintaining and improving reliability in home-visit purchases



### Organizational and human capital management

#### Priority measures

Strengthen recruitment and training

Improve employee engagement

Close skill and gender gaps



05

## Appendix

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## Appendix1

# Out line and features of the group

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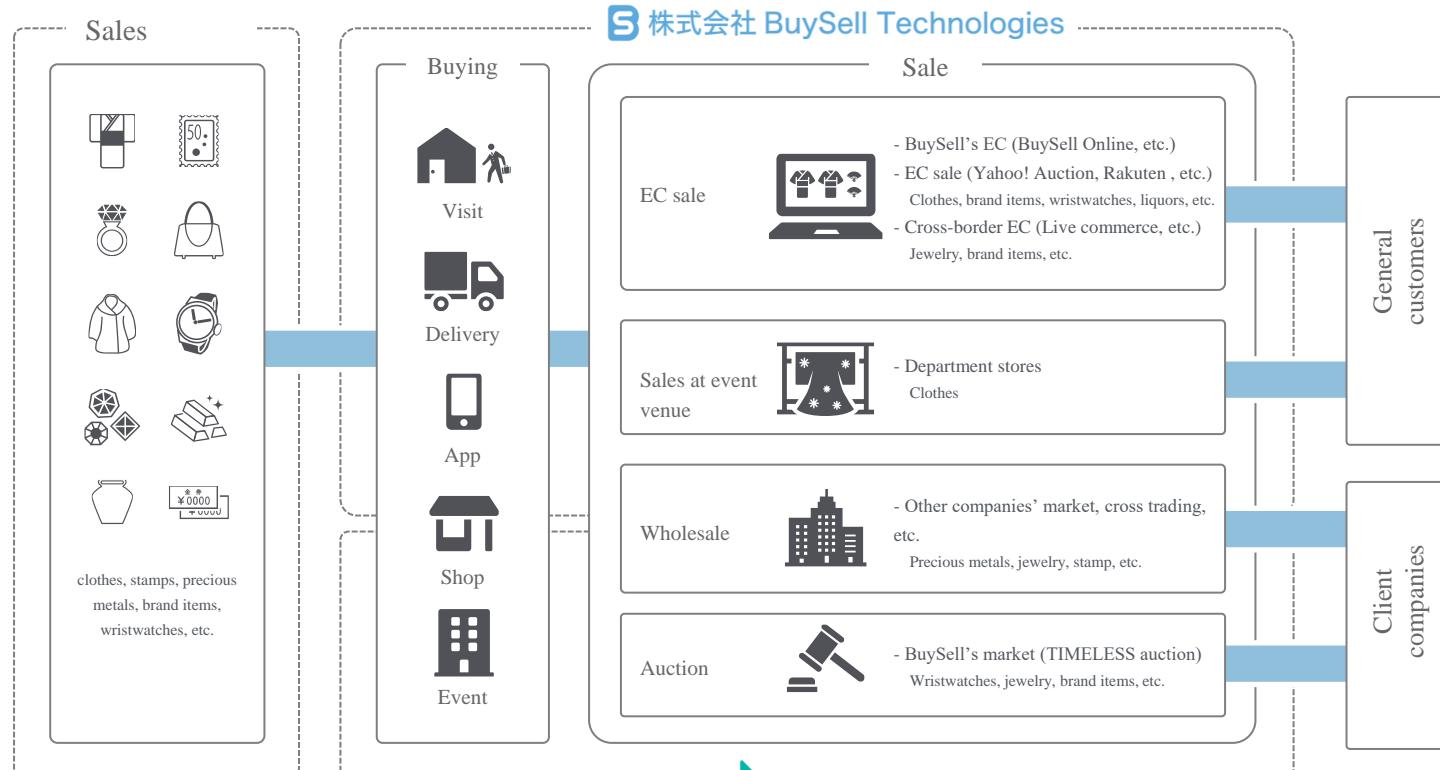
# Outline of group

- A group of three companies of BuySell and its two subsidiaries (TIMELESS Co., Ltd. and BuySell Link Co., Ltd.) runs the general reuse business.

		BuySell Technologies	TIMELESS Co., Ltd.	BuySell Link Co., Ltd.
Purchase Main services		 <p><b>BuySell Technologies</b></p> <ul style="list-style-type: none"> <li>General reuse and purchase service of <b>BuySell</b> いいもの、つづくもの。 </li> <li>App purchase business "CASH" </li> </ul>	 <p><b>TIMELESS Co., Ltd.</b></p> <p>Wholly acquired in October 2020</p>	 <p><b>BuySell Link Co., Ltd.</b></p> <p>Special subsidiary company established in January 2021 (unconsolidated)</p>
Sale Main services		<ul style="list-style-type: none"> <li>BuySell's EC "BuySell Online" リユースセレクトショップ </li> <li>Shops specializing in sale of used kimonos (department stores) <ul style="list-style-type: none"> <li>Permanent shop (3 shops)</li> <li>Sales at event venue</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Antique auction "TIMELESS auction"</li> </ul>	<ul style="list-style-type: none"> <li>General purchase salon "TIMELESS" <ul style="list-style-type: none"> <li>At-home pick up</li> <li>Purchase through home delivery</li> <li>Purchase at shop (5 shops)</li> </ul> </li> <li>General purchase salon "TIMELESS" <ul style="list-style-type: none"> <li>Permanent shop set up in department store (14 shops)</li> <li>Purchase at department store events</li> </ul> </li> <li>Online assessment and purchase service for operators "Timeless Express"</li> </ul>

# Group business block diagram

- Luxurious commodities, such as kimonos, stamps, brand products, and wristwatches, are purchased through many channels, including visiting.
- Purchased commodities are sold on many markets including for B2B, such as antique auctions for each commodity, EC sale, and events.



# Mission

Transcend people and time to become a bridge that connects precious things.

Transcend people. Transcend time.

Keep attracting people and being sought after.

What we handle has power that exceeds things.

There is life like an ongoing mission there.

We are unearthing things from all over the world.

Spawning.

Connecting people, businesses, and even countries with technologies,

Circulating them throughout society in sequence.

Circulating like the revolutions of the Earth,

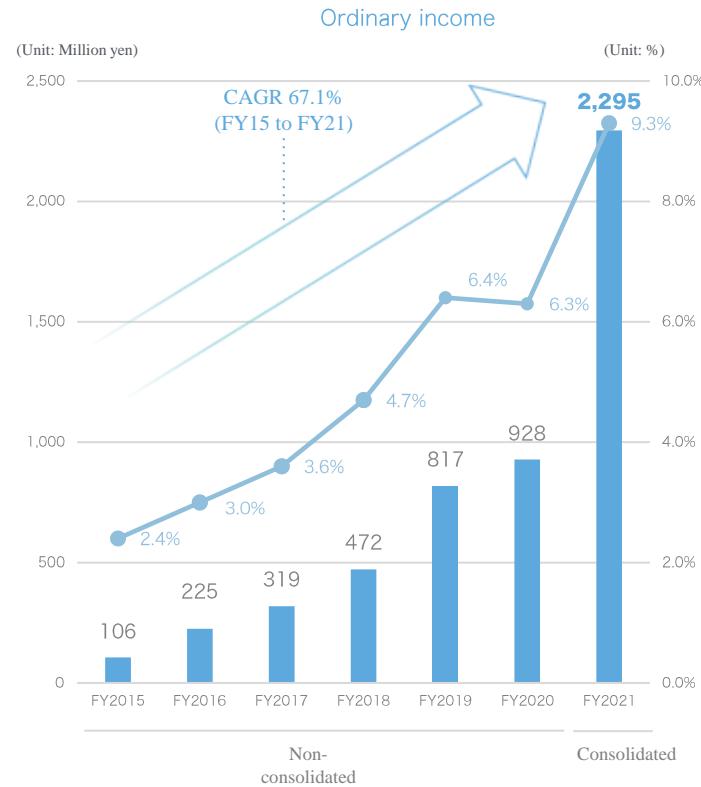
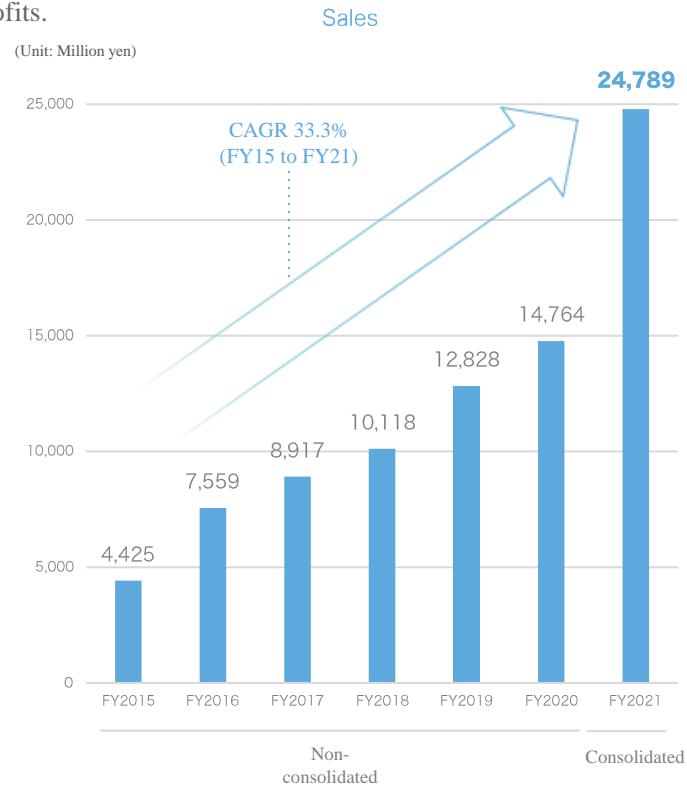
Connecting precious things to the future, forever.

Good things that last.

BuySell Technologies

# Performance transition

- A growth in revenues and profits has been kept since the reuse business started in 2015. Measures such as “marketing investment”, “employment and strengthening of organization” and “expansion of B2C marketing channels” are successful and ordinary income ratio also shows a recovery trend. In the fiscal year ended December 2021, the performance of our subsidiary Timeless contributed significantly to the increase in sales and profits.



# Company overview

Company name	BuySell Technologies			
Foundation	January 2001			
Head office address	8F PALT Bldg. 4-28-8 Yotsuya, Shinjuku Ward, Tokyo			
Capital	1,716 million yen (including capital reserve)			
Business description	Reuse business of clothes, brand items, etc.			
Directors	President, representative director & CEO Chairman of board of directors Director CFO Director CTO Directors	Kyohei Iwata Hideki Yoshimura Koji Ono Masayuki Imamura Daiya Ota	Outside director Outside director Outside director Outside director(Audit and Supervisory Committee) Outside director(Audit and Supervisory Committee)	Yuki Akiyama Kayo Gado Toshihiro Hara Mami Suzuki Shinichi Sugiyama Seiichiro Kawasaki
Group company	TIMELESS Co., Ltd., BuySell Link Co., Ltd. (special subsidiary)			
Employees	Group: 841 (subcontractors & temporary workers: 189) (as of the end of December 2021) Non-consolidated: 745 (subcontractors & temporary workers: 162) (as of the end of December 2021)			

\*Assuming approval by resolution at the General Meeting of Shareholders to be held in March, 2022.



# History

2001	Jan.	Established a limited personal placement company, I Management Japan, in Nihonbashi, Chuo Ward, Tokyo
	May	Changed the organization of limited company I Management Japan to establish I Management Japan. Co., Ltd.
2015	Feb.	Changed the company name to Ace Co., Ltd..
	Apr.	Started online reuse business service through transfer of business.
	Apr.	Relocated the head office to Yotsuya, Shinjuku Ward, Tokyo, and built a warehouse in Edogawa Ward, Tokyo.
2016	Nov.	Changed the company name to BuySell Technologies Co., Ltd.
2017	Mar.	Relocated the warehouse to Narashino City, Chiba Prefecture, for business expansion.
	Sep.	Hideki Yoshimura (current chairman of the board of directors) became the largest shareholder and assumed the presidency when Midas investment business limited partnerships No. 1 and No. 2, in which he had substantially invested, acquired the stock of BuySell Technologies. In addition, Kyohei Iwata(Currently President, representative director & CEO) assumed the post of representative director.
2018	Jul.	Changed the name of the online reuse business service to BuySell.
2019	Mar.	Hideki Yoshimura became the chairman of the board of directors.
	Dec.	Listed on the TSE (Tokyo Stock Exchange) Mothers.
2020	Apr.	Started app purchase business CASH through business transfer.
	Jun.	Relocated the warehouse to Funabashi City, Chiba Prefecture.
2021	Oct.	Acquired DAI-YA Corporation Co., Ltd. (current TIMELESS Co., Ltd.), which runs antiques auction "TIMELESS auction" among others, as a wholly owned subsidiary.
	Jan.	Established BuySell Link (special subsidiary) that promotes the employment of disabled people.

# Director system

- Promoting the management with directors with various backgrounds to combine medium- and long- term growth and strengthening of governance



## Kyohei Iwata/President, representative director & CEO

Graduated from Systems Innovation, Faculty of Engineering, The University of Tokyo. In 2008, joined Hakuhodo Inc. as a new graduate. In 2014, established a marketing consulting company specializing in small and medium enterprises, ventures, and startups. In June 2016, started marketing consulting for BuySell, and then in October 2016, joined the company as a director and CSMO (Chief Sales & Marketing Officer). Now in charge of Marketing Strategy Division and Reuse Business Division. In September 2017, assumed the presidency of BuySell.



## Hideki Yoshimura/Chairman of board of directors

Graduated from the Graduate School of Economics, Faculty of Economics, The University of Tokyo. In 2007, jointly founded Evolable Asia and assumed the presidency. The company was listed on the TSE (Tokyo Stock Exchange) Mothers in 2016 and the TSE First Section in 2017. Became the largest shareholder in September 2017 of the Midas investment business limited partnerships No. 1 (currently Hideki Yoshimura & Midas A Investment Limited Partnership) and No. 2, in which Hideki Yoshimura substantially invested, by acquiring the said company's stock. In March 2019, assumed the presidency to participate in management toward the improvement of mid-to-long term corporate value.



## Koji Ono/Director CFO

After joining Deloitte Touche Tohmatsu LLC, engaged in auditing, IPO support, and M&A operations. In 2011, sent on loan to the investment and banking department of Nomura Securities Co., Ltd.,. After returning to Tohmatsu, provided services that included M&A advisory business and IPO consulting. In October 2016, assumed the post of director and CFO. Certified public accountant.



## Masayuki Imamura / Director and CTO

Joined Yahoo Japan Corporation in 2006. Founded VASILY in 2009 and assumed the post of director and CTO. Sold VASILY to Start Today (present ZOZO) in 2017. At the same time as company integration, assumed the post of operating officer at ZOZO Technologies in April 2018. Assumed the post of director and CTO in March 2021.



## Daiya Ota / Director

After joining Daikokuya Inc. as a new graduate, worked on new development sales of the brand reuse business. Appointed CEO of Hyperion Co., Ltd. (currently Timeless Co., Ltd.) in 2009 (current position). In 2020, Timeless Co., Ltd. became a subsidiary of Group. Scheduled to take office as a director in March, 2022.



## Yuki Akiyama / Outside director

After working at UBS Securities, joined the hedge fund Speedwell / Nezu. In 2017, worked as a portfolio manager for Japanese equities at Millennium Capital, a US hedge fund. Engaged in investment business for startups from 2019. Partner at Globe Advisor Ventures. Scheduled to take office as an outside director in March, 2022.



## Kayo Gado / Outside director

After working for Nippon Life Insurance Company, joined J-COM Co., Ltd. (currently Like Co., Ltd.) in 2006, spending seven years of her tenure as a director. In charge of the Group's business administration and business promotion, and also serves as Representative Director. Scheduled to take office as an outside director in March, 2022.



## Toshihiro Hara/Outside director

In 1981, entered the General Secretariat of the Japan Fair Trade Commission. Assumed important posts at the FTC, including the Deputy Secretary General of General Secretariat, Director General of the Criminal Investigation Department of the Investigation Bureau, and General Director of the Trade Practice Department of the Economic Affairs Bureau. Sent on loan to the Consumer Affairs Agency as deputy director general for two years from 2009. Appointed as outside director in June 2019.

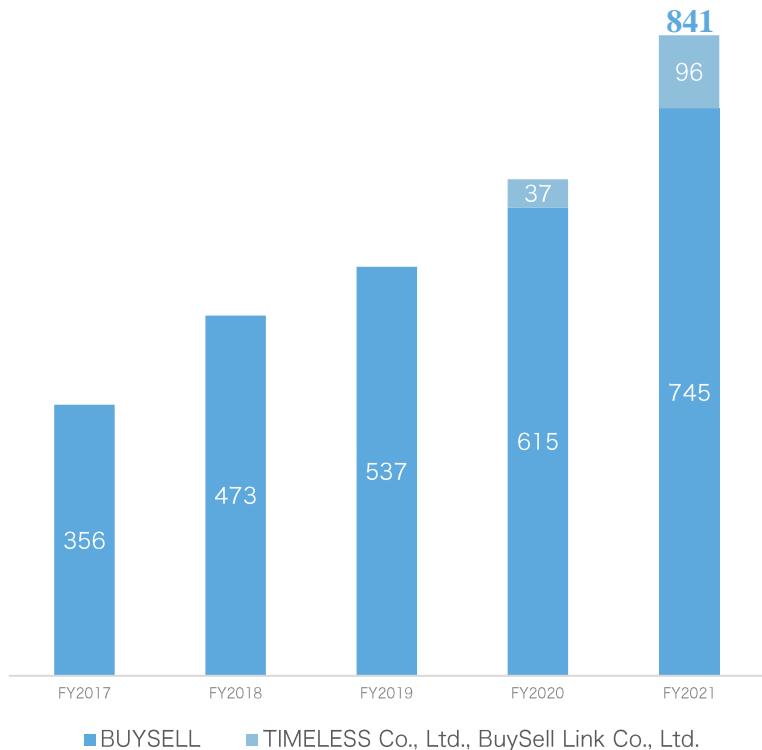


New appointment

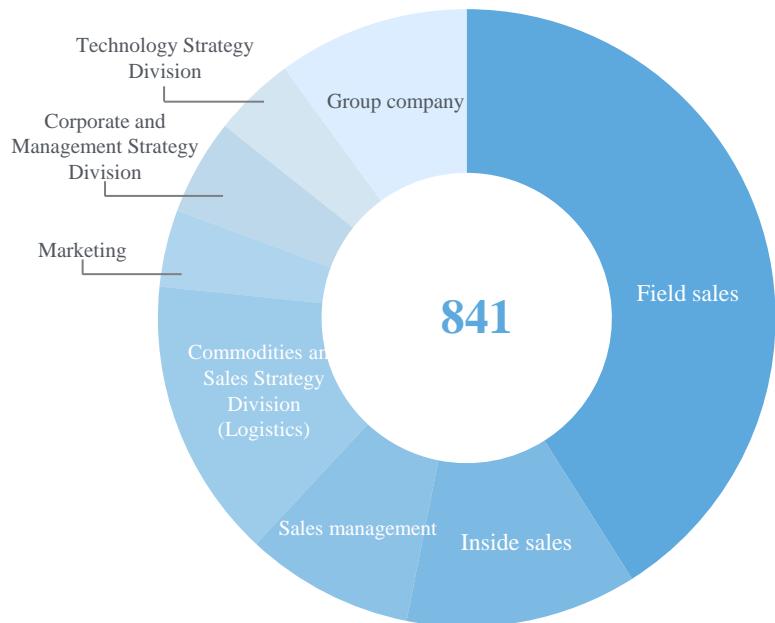
# Employee status

## Change of group companies' number of employees

(Unit: Persons)



## Personnel organization (end of December 2021)



(\*) Change of number of regular employees (temporary workers not included in the above table)

# Outline of group company \_TIMELESS Co., Ltd.

- TIMELESS Co., Ltd. is a reuse company that runs general purchase salon TIMELESS and the antique auction TIMELESS auction.  
Acquired in October 2020.

## Main business activities of TIMELESS Co., Ltd.



### General purchase salon - Timeless



総合買取サロン  
**TIMELESS**  
タイムレス

#### Opening permanent shops and holding events in department stores throughout the country

- Fourteen permanent shops are open
- Holding limited-time events throughout Japan

#### The main customers are the wealthy elderly who use department stores.

- Efficient marketing is implemented in cooperation with department stores.

### TIMELESS auction



#### Operating antiques auctions that handle about 200,000 items a year, mainly brand bags

- Operating B2B auctions for reuse business operators
- In addition to commodities purchased by TIMELESS, commodities of other companies are also put up.

➤ Brand bag auction: Flat-ground (face-to-face) type, once a week

➤ Auctions of wristwatches, jewelry, and loose stones: WEB format, once a month

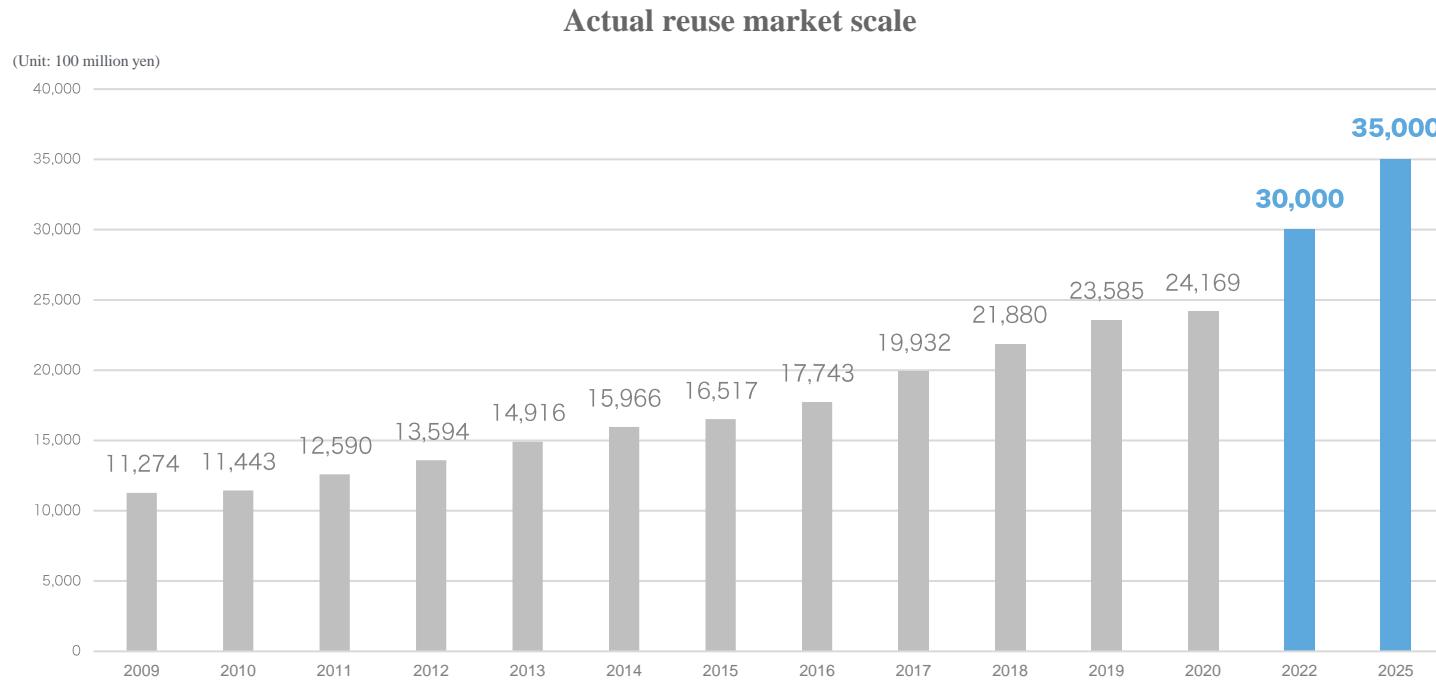
- BuySell's engineering team developed a new auction system that has realized WEB auctions

### TIMELESS Express

Running the TIMELESS Express business operation that assesses and purchases commodities from reuse operators online

# Actual reuse market scale

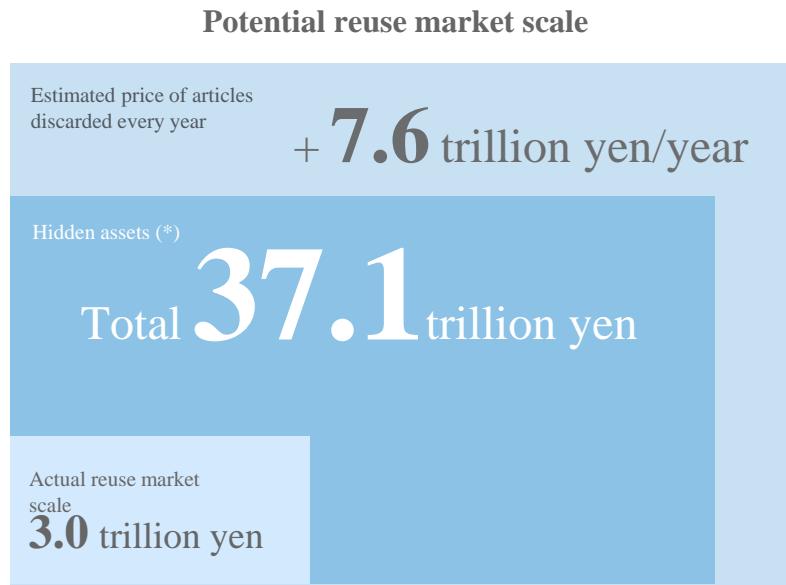
- The reuse market has continued to expand from the past to about 2.4 trillion yen in 2020, a year plagued with the coronavirus pandemic, and is expected to grow to about 3.5 trillion yen in 2025.



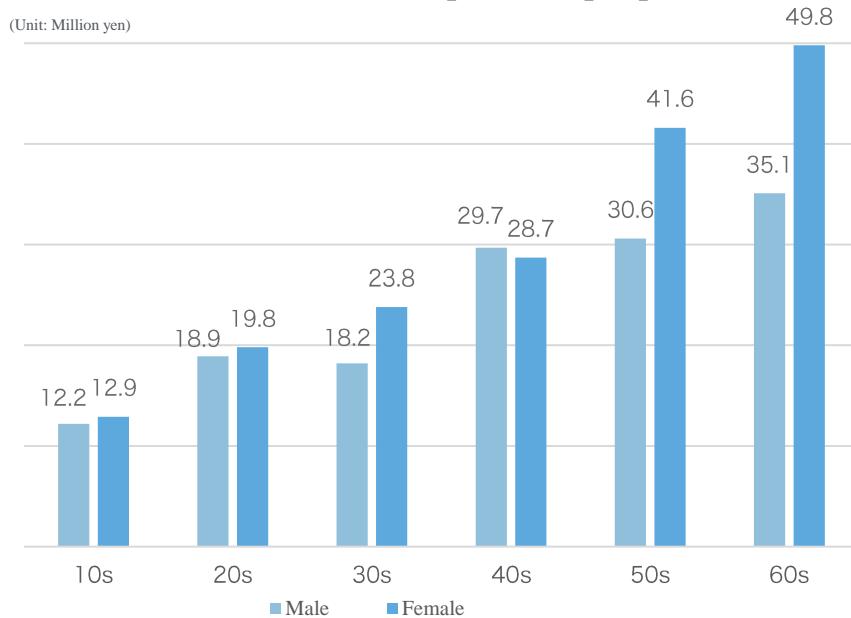
Source: Secondhand Business Data Book 2021 by Recycle Tsushin

# Potential reuse market scale “Hidden assets”

- The total value of hidden assets (estimated values of unnecessary items that have been left unused for one year or longer in houses) in Japan is estimated at about 37 trillion yen, suggesting that the reuse market has a great growth potential.
- Hidden assets per person are the highest among the elderly in the 50s or older.



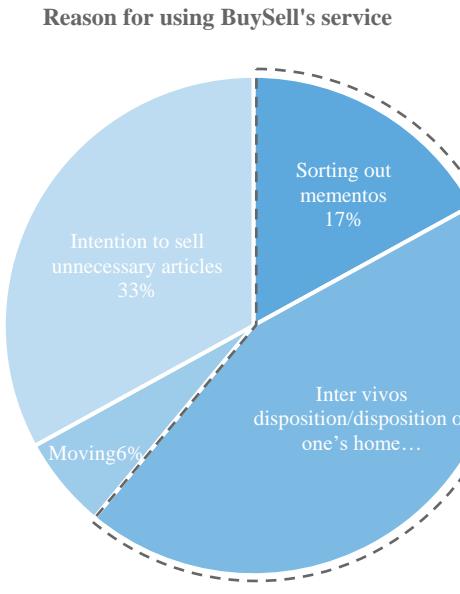
**Value of hidden assets possessed per person**



Source: Compiled by BuySell based on Secondhand Business Data Book 2021 by Recycle Tsushin, Basic Preparation Concerning Data-driven Society in Japan in 2017 by Ministry of Economy, Trade and Industry (market research concerning electronic commerce), result of research dated November 7, 2018 by Nissei Institute for Basic Research

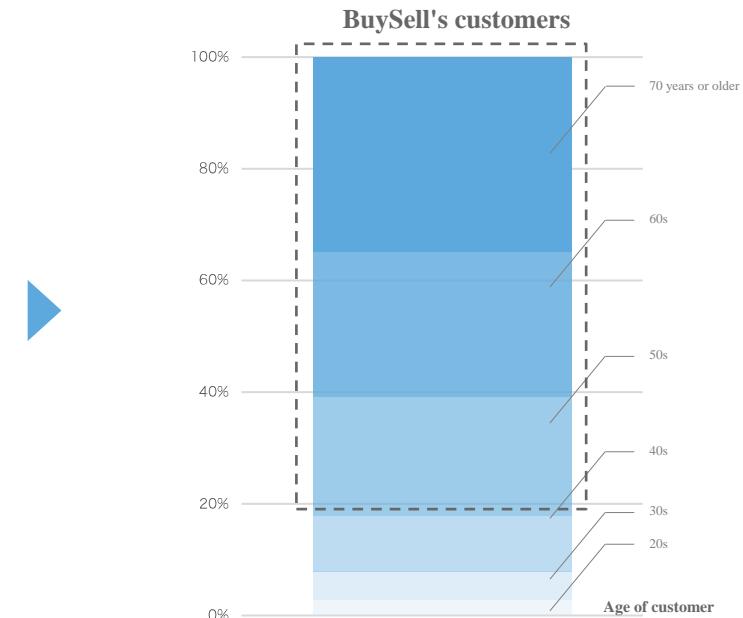
# Differentiating needs of using the service and customer target

- Many customers use BuySell's services to sell articles or a house left behind by the deceased or their relatives that are still alive. Because of the affinity of the at-home pick-up service, a business model BuySell is so good at, BuySell pertinently satisfies the needs for the service of the elderly people in the 50s or older.



- More than 60% of customers use BuySell's service for sorting out mementos and disposition of their homes.**

Source: Compiled by BuySell based on the results of an interview on the reason for using BuySell's service that was conducted from January to December 2020



- Wealthy elderly people 50 years or older account for 82% of BuySell's customers.**

Source: Compiled by BuySell based on customer data collected in December 2020

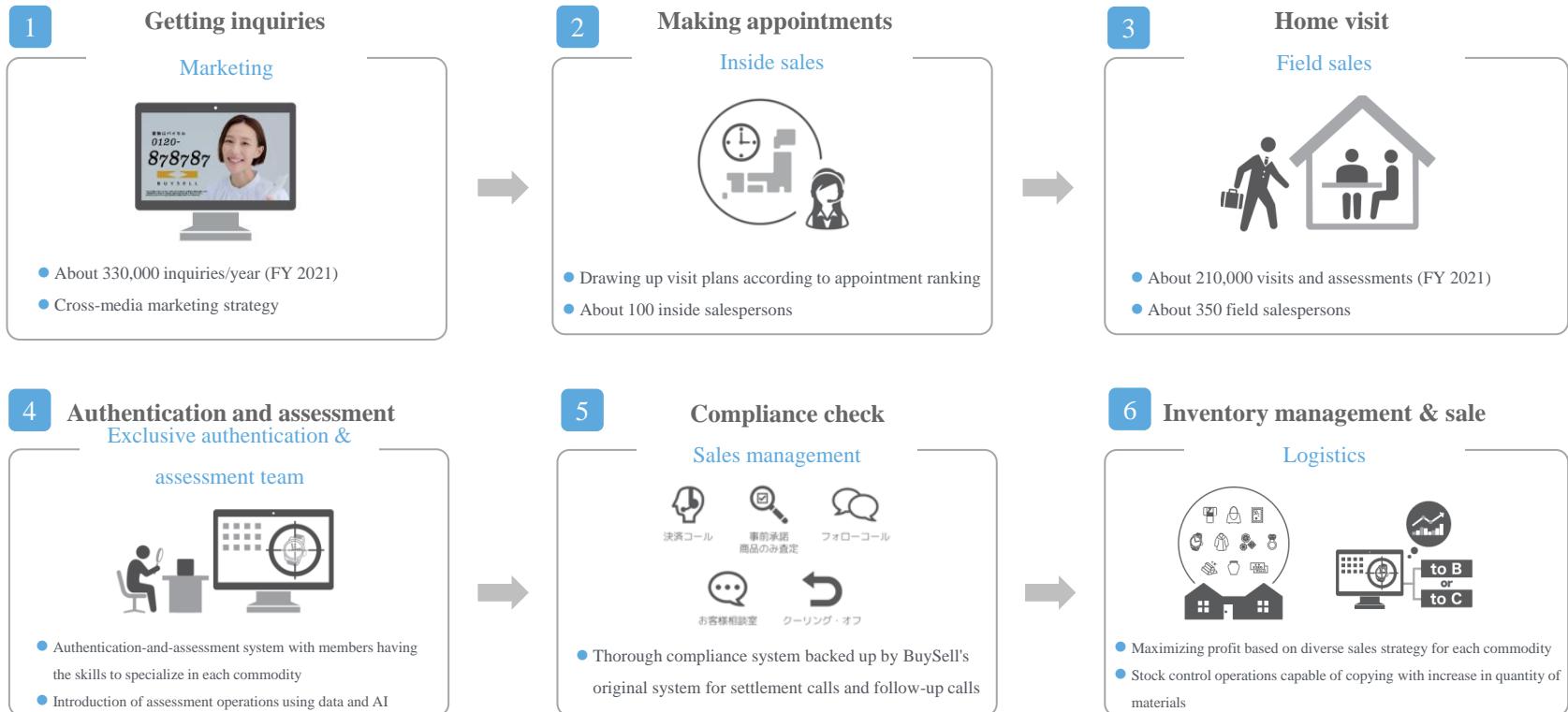
## Appendix 2

# Mechanisms for continuous improvement of KPI

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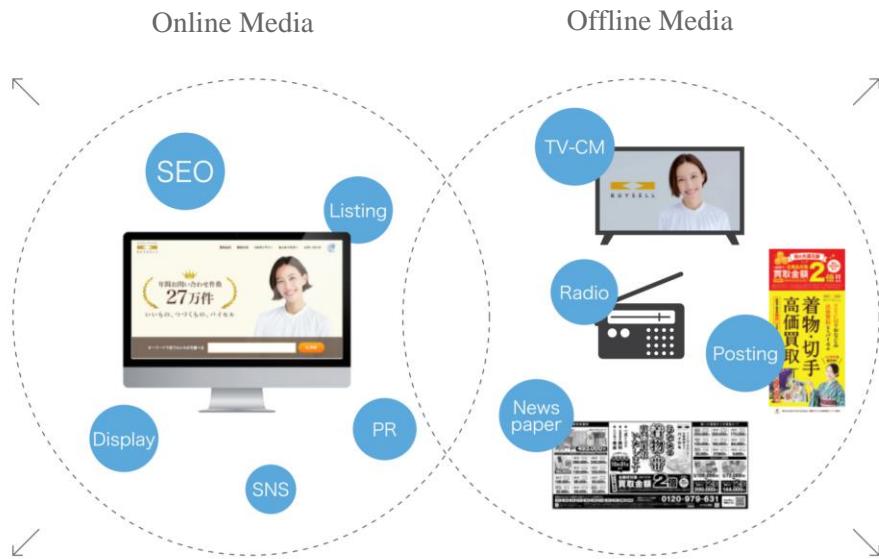
# Outline of at-home pick-up business model

- Organizing internally a series of operations related to (1) Marketing, (2) Appointment making, (3) Visits, (4) Authentication and assessment, (5) Compliance, and (6) inventory and sale strategy, and realizing a business growth with a high probability through data-driven management based on the KPIs of each department

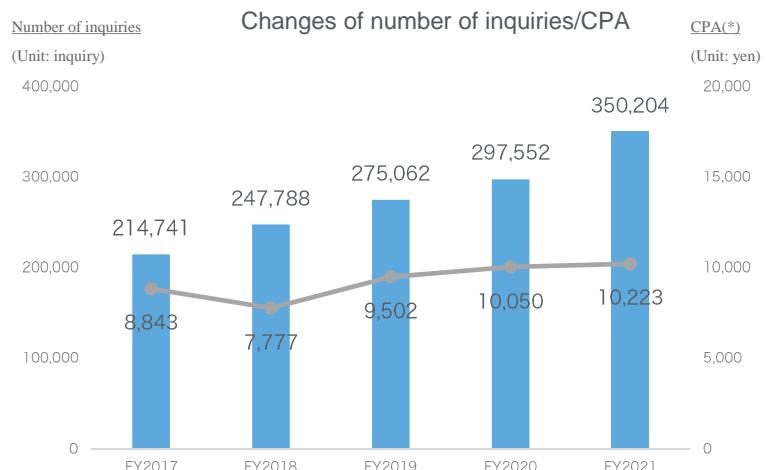


# Marketing: Ability to attract customers by using cross-media marketing

- BuySell is increasingly attracting customers, especially the elderly, while realizing efficient cost per acquisition (CPA: advertising expenses per inquiry) through cross-media marketing making the best use of the internet and mass media, mainly TV CMs.



- Reach optimized for the wealthy elderly through cross-media marketing
- Effective marketing strategy executed in accordance with medium, region, season, and market condition

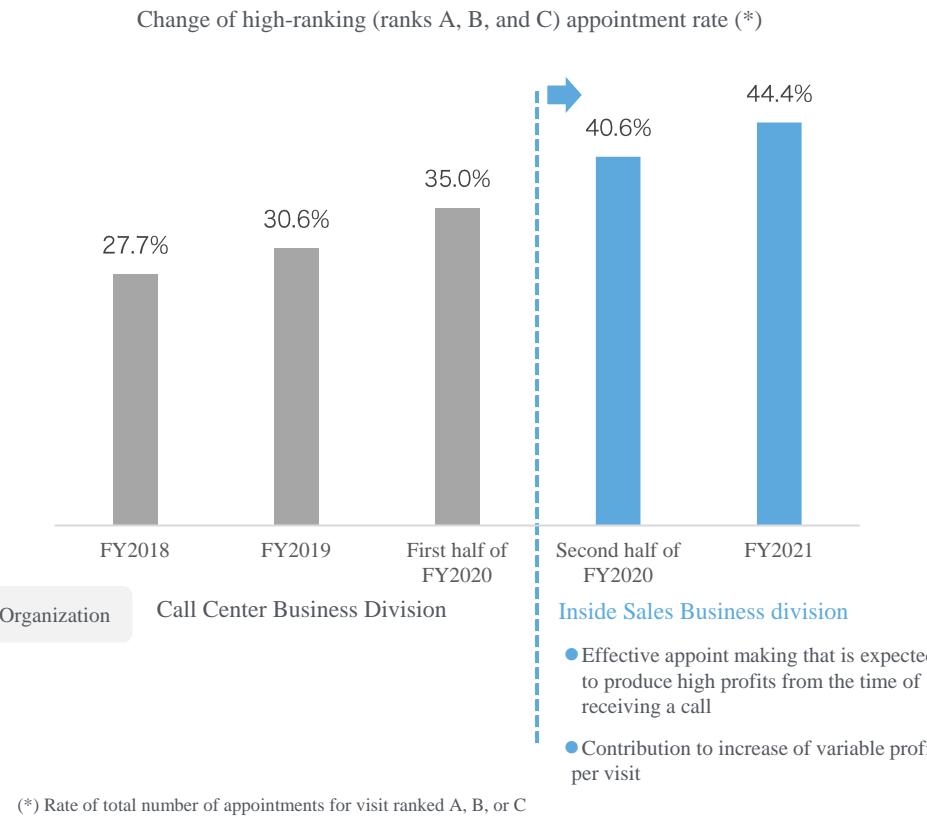
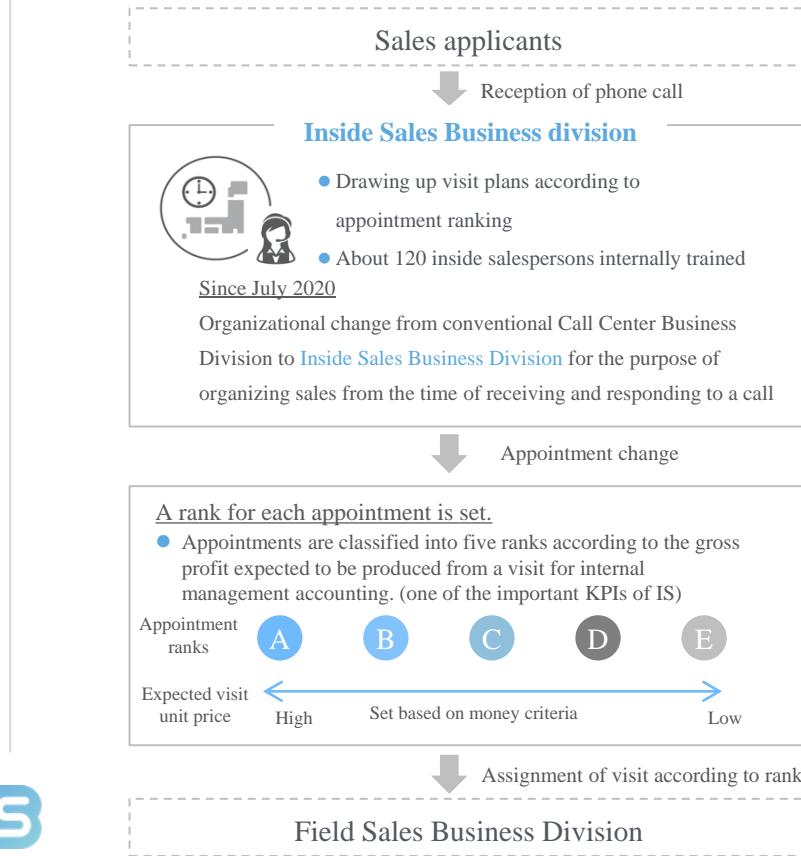


- Inquiries steadily increasing while realizing efficient CPA

(\*) Advertising expenses per inquiry into the visit service

# Inside sales\_Effective appointment making through sales organization

- Appointments that are expected to produce high profits are effectively made by responding to customers as a sales organization as well as by receiving and responding to phone calls since the organization changed so that the Insite Sales (IS) Division makes appointments.

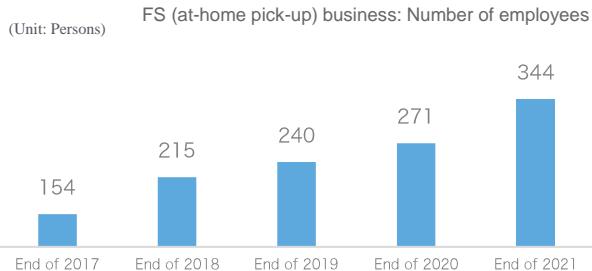


# Field sales\_ Organizational design with high repeatability and capable of expanding business

- Midterm business growth is realized by creating a field sales (FS) organization with a high repeatability and expandability that can scale up the organization with a training system that is based on the power of employment and data, while increasing profitability.

## Employment

- The number of FS personnel is on a steady rise as the business scale increases backed up by the power of employment.
- Employment of new graduates has been increased since 2017 and 112 new graduates were employed in 2021 (of which 69 were assigned to the FS Business Division).

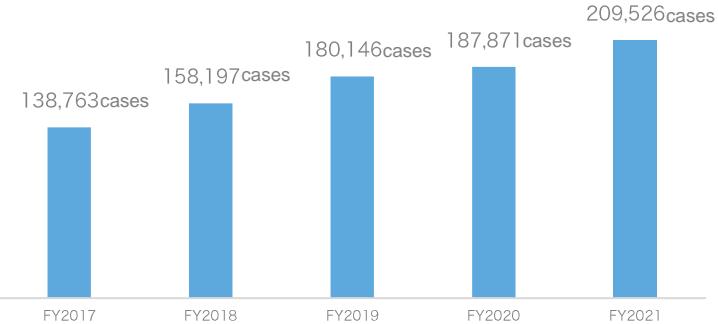


Note: Total number of employees to be assigned to visit business (incl. managers and office workers)

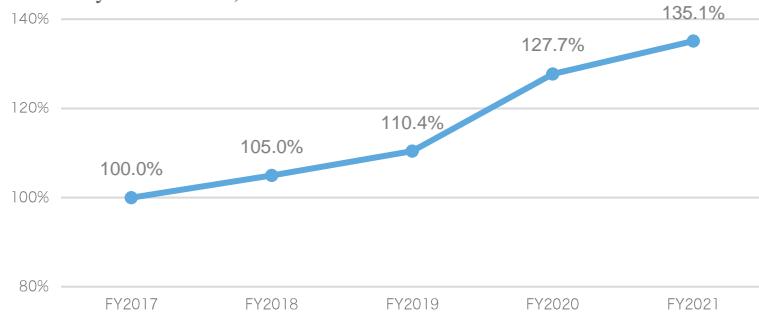
## Education

- Introduced a systematic education & training system for reuse appraisers at the Enablement Department, a department specializing in education and training.
- Executing an education and training program suitable to an appraiser by using BuySell's original, segmented internal management indexes classified according to each center or appraiser

## Number of visits



## FS business\_Gross profit unit price (\*) growth rate per visit (base year: FY 2017)

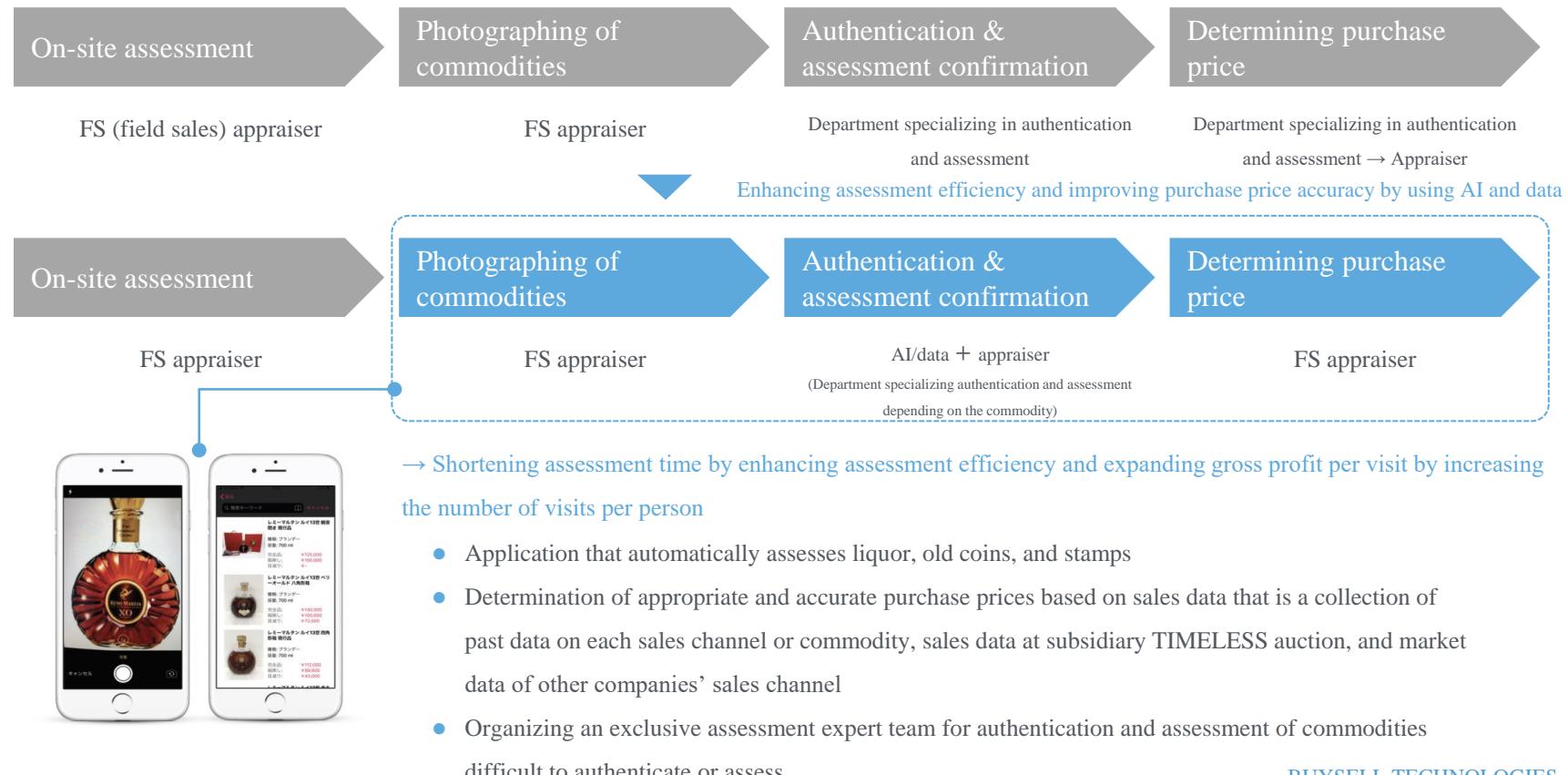


(\*) Gross profit unit price per visit for internal management accounting to manage KPIs at FS Business Division  
- KPIs eliminating impact of sales on a growth of gross profit

- Values are not disclosed because these KPIs are for management accounting.

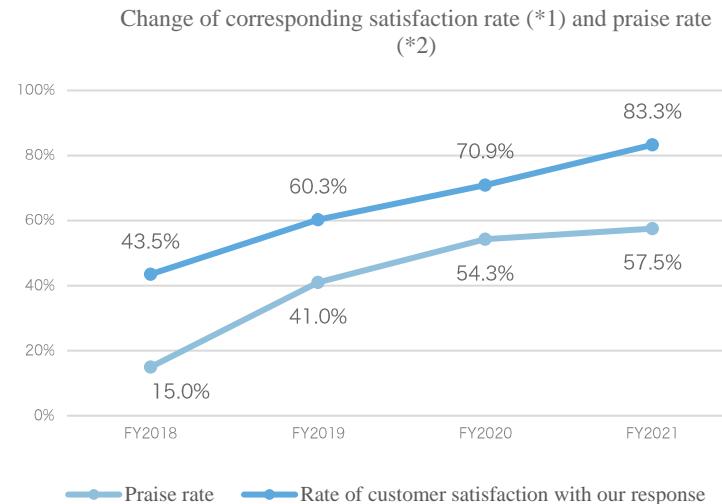
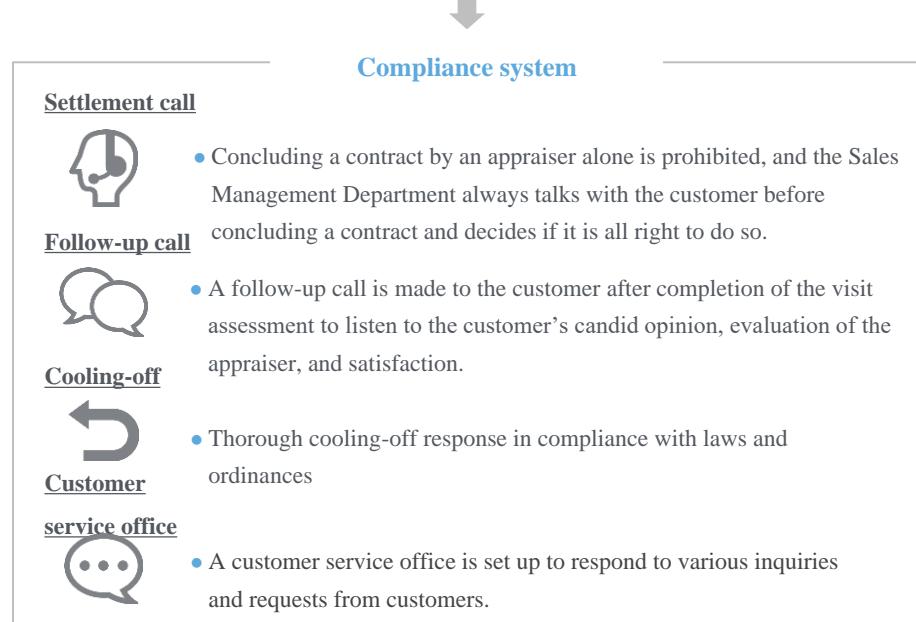
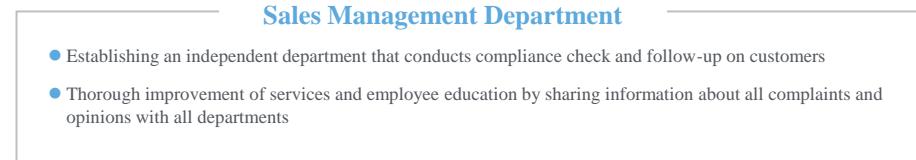
# Authentication and assessment\_Enhancing assessment efficiency by using data technology

- Efficiency of assessment is enhanced, productivity is improved, and quantity of commodities purchased is maximized through automatized operations using assessment data, technology, and machine language technology for assessment and pricing.



# Sales management \_ Creation and operation of a thorough compliance system

- Service values with high hospitality are provided by creating an educational system that appropriately reflects customers' voices, supplying safe and secure services, and building and running BuySell's original, robust compliance system.



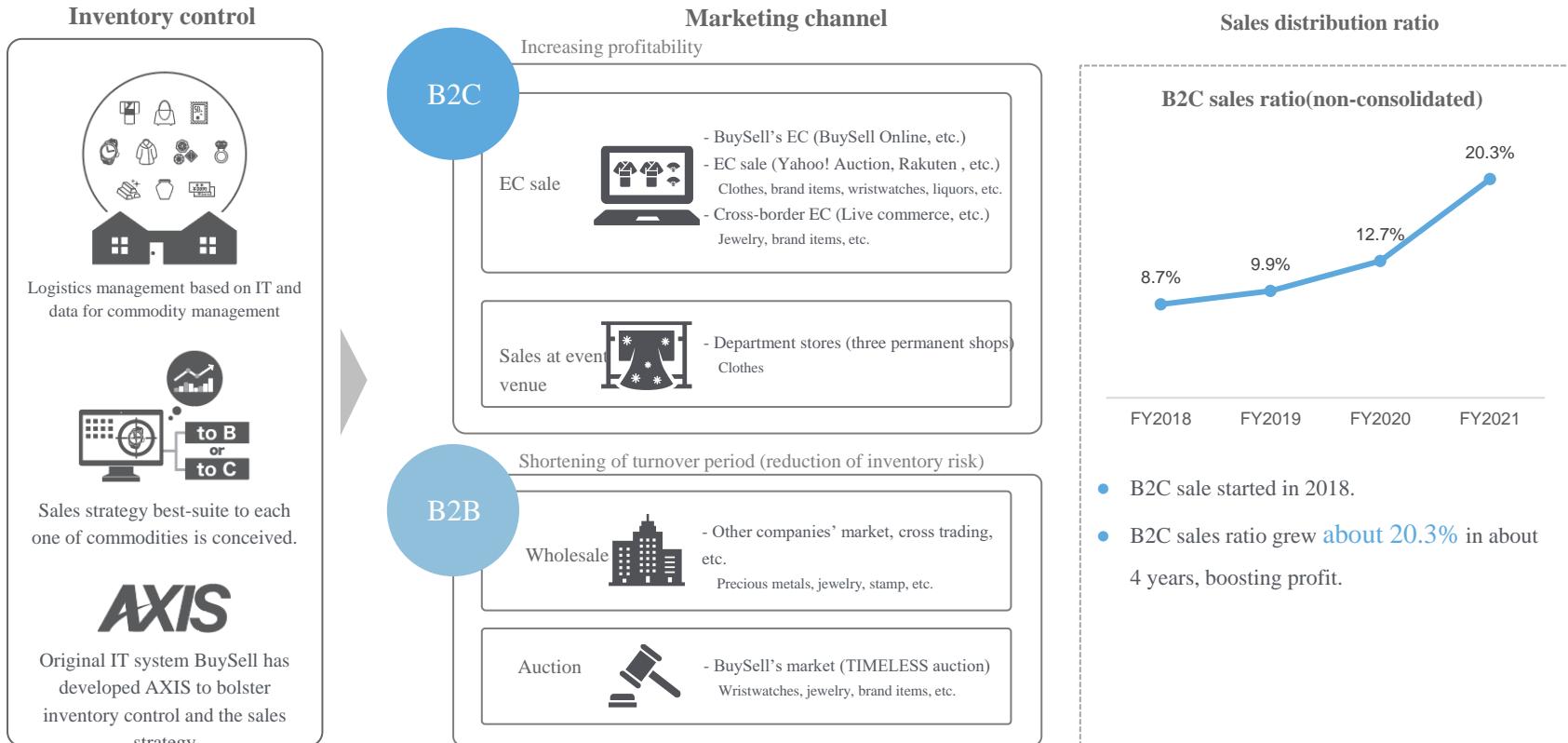
Source: Created by us based on the results of a questionnaire conducted during follow-up calls

\*1 Rate of customer satisfaction with our response: Rate of customers who replied "very satisfied" or "satisfied" to a question about responses by our employees

\*2 Praise rate: Of the above, reply concretely describing what the customer was satisfied with

# Logistics\_Sales strategy using many sales channels suitable for respective commodities

- Sales strategy best-suited to each one of commodities is conceived by creating an inventory control system for each commodity and expanding diverse sales channels to strike a balance between a reduction in the inventory risk and maximization of profit.



# Disclaimer

Concerning the handling of this material

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BUYSELL TECHNOLOGIES