

Jan 18, 2024

To All Concerned Parties

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Monthly Information for December 2023

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 December.

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

The next monthly report for January 2024 is scheduled to be released on February 14, 2024.

<At-home pick up business>

■Number of inquiries

FY2023	Jan	Feb	Mar	Apr	May	Jun	1H
N of Inquiries	37,162	30,021	36,465	36,004	45,074	35,736	220,462
YoY	136%	114%	103%	108%	116%	104%	113%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of Inquiries	33,962	32,008	42,051	47,694	41,241	31,627	449,045
YoY	112%	90%	110%	111%	103%	104%	109%

■Number of visits

FY2023	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	18,775	18,078	20,871	19,590	21,743	22,237	121,294
YoY	116%	123%	114%	102%	105%	106%	110%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits	20,992	19,013	23,647	28,604	27,291	20,156	260,997
YoY	100%	96%	99%	115%	110%	108%	107%

(Full-year Number of visit plan: 261,100, December total: 260,997, progress rate: 99.9%)

■Amount of purchases (Million yen)

FY2023	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	458	464	524	551	586	607	3,190
YoY	114%	111%	78%	93%	95%	102%	97%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	553	505	642	711	737	560	6,898
YoY	100%	100%	100%	105%	120%	127%	103%

<Group store purchase business and other purchase business>

■Amount of purchases (Million yen)

FY2023	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	757	719	972	957	1,239	1,101	5,745
YoY	191%	124%	149%	167%	198%	203%	170%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	1,082	1,075	1,609	1,718	1,625	1,446	14,300
YoY	253%	162%	201%	136%	140%	180%	169%

■Number of Stores

	End of previous period (A) (Dec. 2022)	Nov. 2023 (B)	Dec. 2023 (C)	increase or decrease		New store openings
				(C)-(A)	(C)-(B)	
BuySell Technologies	10	22	23	+13	+1	Kobe-Sannomiya
TIMELESS	19	24	26	+7	+2	Takashimaya-Rakusai, Hiroshima-Sogo
Four-Nine (direct management)	17	20	19	+2	-1	
Four-Nine (franchises)	190	200	200	+10	-	New store 1 Closed store 1
Group total	236	266	268	+32	+2	

■Monthly Additional Comments

<At-home pick up business>
<ul style="list-style-type: none"> The number of inquiries and visits decreased from the previous month due to December being an off-peak month, but the level was in line with expectations.
<p>The number of inquiries and visits were 104% and 108%, respectively, compared to the same month last year, and landed at the same level as the full-year plan of 261,100 visits.</p> <p>Single month purchase volume was in line with the plan due to growth in jewelry and brand products, etc.</p>
<ul style="list-style-type: none"> Revisits (repeats) accounted for about 5.8% of home visits in December, up from the 2022 average of 2.3% and 5.2% in the previous month of November. The revisit ratio for the year 2023 was 4.2%.
<ul style="list-style-type: none"> (Effects of the 2024 Noto Peninsula Earthquake) <p>We would like to express our deepest condolences and sympathies to all those affected by the Noto Peninsula Earthquake.</p> <p>The impact of the 2024 Noto Peninsula earthquake on our business performance is expected to be negligible, since there were no injuries to our employees or damage to our offices, and the number of</p>

visits to the Hokuriku area accounts for only a small percentage of our total business.

<Group store purchase business and other purchase business>

- Purchases increased significantly YoY for both BuySell, Timeless, and Four Nine.
- Steady progress in opening new BuySell stores and Timeless stores, with BuySell stores expanding to 23, exceeding the 20 planned for this fiscal year, and Timeless stores expanding to 26, exceeding the 25 planned for this fiscal year.

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 has been started in October 2022.
- 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.