

June 17, 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 May 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 May.

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

The next monthly report for June 2024 is scheduled to be released on July 17, 2024.

#### **■Monthly Summary**

<At-home pick up business>

- The number of visits increased by 119% year over year, surpassing the growth in the number of inquiries, which grew by 106% year over year. The number of inquiries grew steadily, and the ratio of return visits (repeat visits) in May remained high at approximately 8.7%.

To ensure stable visits even during the off-season summer season, the Company strategically secures "carries" (the balance of reservations for visits in the following month or later), and the number of carries has remained at a steady level.

- Purchases increased significantly by 149% YoY due to an increase in the number of visits and steady growth in the purchase of high unit price merchandise such as brand goods and watches, which have been strategically strengthened, as well as an increase in the number of purchases per visit due to the effect of enablement. Inventory is expected to have an impact on future sales and gross profit.

<Group store purchase business and other purchase business>

- Purchases remained at a high level of 184% YoY due to the continued contribution of an increase in new stores compared to the previous year and an increase in the number of customers due to the rise in the gold market price.
- The number of new store openings is progressing well against the full-year plan for each company.
- Since Musubi's purchase volume was reflected one month late, the retroactively adjusted April's purchase volume for the group store purchasing business and other purchasing businesses increased from 189% to 227% YoY.

**<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	47,951		
YoY	91%	107%	106%	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	25,968		
YoY	106%	106%	114%	125%	119%		

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

(Full-year Number of visit plan: 284,800, progress rate: 39.8%)

**■Amount of purchases (Million yen)**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570	675	787	876		
YoY	129%	123%	129%	143%	149%		

	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 <sup>*1</sup>	May <sup>*2</sup>	Jun	1H
A of purchases	1,386	1,494	1,775	<u>2,177</u>	2,281		
YoY	183%	208%	183%	<u>227%</u>	184%		

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

\*1 The monthly figures released on May 14 have been retroactively adjusted to account for the purchase volume of Musubi Corp, which was reflected one month later. Before the revision, purchases totaled 1,812 million yen (189% of the previous year's figure).

\*2 Purchases in May and year-on-year comparison do not include Musubi Corp.

■Number of Stores

Company name	End of the previous period (A) (Dec. 2023)	Apr. 2024 (B)	May. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(B)-(A)	(C)-(B)	
BuySell Technologies	23	27	27	+4	-	
TIMELESS	26	29	30	+4	+1	EQUiA Takenotsuka
Four-Nine (direct management)	19	19	19	-	-	
Four-Nine (franchises)	200	212	212	+12	-	2 stores opened, and 2 stores closed
NISSO	5	5	5	-	-	
MUSUBI	-	56	60	-	+4	Combined from April 2024 due to new consolidation
Group total	273	348	353	+80	+5	

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 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.