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To All Concerned Parties

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Monthly Information for April 2025

We are pleased to announce the monthly results of our " Group home visit purchase business ", "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 2025 is scheduled to be released on June 16, 2025.

■Monthly Summary

Supplementary Explanation of Monthly KPIs

- The Group's business segment (recorded in the management accounts) consists of the "Group home-visit purchase business" and the "Group store purchase business" by purchase channel. The companies and service brands that comprise each business are as follows. In addition, Rext HD Corporation, which started P/L consolidation in the current fiscal year, has seven subsidiaries. The operating companies are REGATE Corporation, which operates "FUKU CHAN," home-visit purchase service, Nikkodo Corporation, which operates "Nikkodo," a purchase service specializing in antiques, and other subsidiaries by function, such as shared services, marketing, and others. The other companies consist of subsidiaries by function, such as shared services and marketing.

Business Segment	Company Name	Service Brand
Group home-visit purchase business	BuySell Technologies	home-visit purchase "BUYSELL"
	REGATE (Rext HD subsidiary)	home-visit purchase "FUKU CHAN"
Group store purchase business	BuySell Technologies	store purchase "BUYSELL"
	TIMELESS	General purchase salon "TIMELESS"
	Four-Nine	"Reuse Shop WAKABA"
	NISSO	"THIERRY" ・ "MAISON THIERRY"
	MUSUBI	"KAITORI-MUSUBI"
	REGATE (Rext HD subsidiary)	"FUKU CHAN" ・ " FUKU CHAN REUSTE"
	NIKKOU-DOU (Rext HD subsidiary)	"NIKKOU-DOU"(store purchase/home-visit)

- The reason for disclosing “purchase volume” as a major KPI within the monthly Information is to disclose monthly business progress based on purchase results. Because our purchased merchandise is less susceptible to market fluctuations and has a stable gross margin, we believe the disclosure of “Purchases” will help us determine a certain degree of monthly business progress momentum.
- On the other hand, “purchase volume” is part of the components of net sales and gross profit, and the final results will fluctuate depending on other KPIs (such as gross profit per visit and toC sales ratio) and inventory sales strategies.
- As Other supplementary information includes the monthly progress of “number of visits” and “number of stores” disclosed by business segment.

April Monthly Progress

< Summary of Consolidation >

- Consolidated results for the month of April exceeded the plan for the single month of April as a result of steady performance in both the Group's home-visit purchase business and the Group's store purchase business.

<Group home visit purchase business >

- Purchases in April totaled 1,383 million yen, 176% of the same month last year. This was due to an increase in the number of visits, especially for “BuySell,” which was higher than planned, and a significant increase in the gross profit per visit compared to the same month last year, as well as the addition of purchases from REGATE's “FUKU CHAN” in the current fiscal year.
- The number of visits in April increased significantly to 37,953, up 155% from the same month last year, due to a steady “BuySell” revisit rate of 13.8%, an increase in the conversion rate to appointments due to the enablement effect of the Inside Sales department, and the addition of REGATE's visits.

< Group store purchase business and other purchase business >

- In the group store purchase business, the number of customers visiting stores increased and unit prices remained steady due to continuous efforts to strengthen the acquisition of repeat customers, resulting in a 142% year-on-year increase to 3,082 million yen. Although the growth rate for the month appears to be declining due to the start of Musubi's P/L consolidation from April 2024, which is reflected in the purchase volume, the purchase volume continues to be favorable, exceeding 140% of that of the same month last year.
- Our store-opening plan is heavily weighted toward store openings in the second half of the fiscal year. Currently, we are on schedule to open 498 new stores, an increase of 80 stores from the end of the previous fiscal year.

< Group home visit purchase business >

***The previous year, 2024, is the result of BuySell alone, and from 2025, BuySell alone + Fuku-chan.**

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	911	1,059	1,295	1,383			
YoY	154%	186%	192%	176%			

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

■Number of visits

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	27,465	30,897	36,957	39,753			
YoY	138%	161%	156%	155%			

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

(Full-year Number of visits plan: 436,000)

< Group store purchase business and other purchase business >

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	2,415	2,535	3,015	3,082			
YoY	174%	170%	170%	142%			

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

※ From this fiscal year, the purchase volume of Rext HD (excluding Fuku-chan, a home-visit purchase business) is reflected.

■Number of Stores

Company name (Brand name)	Dec. 2024 (C)	Mar. 2025 (B)	Apr. 2025 (A)	increase or decrease (A)-(C)	increase or decrease (A)-(B)	Remark: Opening and Closing of Stores, etc.
BuySell Technologies (BuySell)	35	36	36	+1	-	
TIMELESS (Timeless Salon)	34	34	34	-	-	
Four-Nine, direct management (WAKABA)	21	22	22	+1	-	
Four-Nine, franchises (WAKABA)	238	242	244	+6	+2	3 stores opened, and 1 stores closed
NISSO (THIERRY, MAISON- THIERRY))	6	7	7	+1	-	
MUSUBI (Kaitori-Musubi)	62	61	63	+1	+2	
REGATE (FUKU CHAN)	20	21	22	+2	+1	
NIKKOU-DOU (NIKKOU-DOU)	2	2	2	-	-	
Group total	418	425	430	+12	+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, Musubi from April 2024, and Rext HD(including REGATE Inc. and NIKKOU-DOU) from January 2025.
- Number of visits: 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)

Group home visit purchase business

Disclose "Number of visits

- **" and "Amount of purchases" as monthly KPIs.**

The number of visits and the purchase amount are defined as key indicators of monthly progress in our main business, the home visit purchase business (on a non-consolidated basis). We define "number of visits.

" and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), home visit 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 "home visit purchase business."

to strategically determine and execute the selection of sales channels and the 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 disclosed KPIs that are important indicators of monthly progress in this business.