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To Our Valued Stakeholders

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Monthly Information for July 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 July.
Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for August 2025 is scheduled for release on September 18, 2025.

■ July Monthly Progress

< Group home visit purchase business >

Nikkou-dou Corporation is shifting its business classification from group store purchasing to group home visiting purchasing in line with its revenue structure and policy of strengthening cooperation between group companies in the home visiting purchasing business. The KPIs for each month of FY25 reflect Nikkou-dou's figures retroactively.

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

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	949	1,135	1,351	1,448	1,545	1,510	7,938
YoY	160%	199%	200%	184%	176%	200%	187%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	1,362						
YoY	186%						

■Number of visits

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	28,197	31,583	37,860	38,748	40,614	39,942	216,944
YoY	142%	165%	160%	158%	156%	168%	158%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits	36,986						
YoY	157%						

(Full-year Number of visits plan: 448,000)

■Monthly Summary of group home visit purchase business

- In July 2025, purchases totaled 1,362 million yen, up 86% year-on-year. This increase is attributed to several factors, including the inclusion of REGATE Inc.'s "Fuku-chan" and Nikkou-dou Corporation's purchase volumes in the consolidated financial statements starting this period, the steady number of field visits as planned, improvements in appointment ratios and high-tier appointment ratios by the Inside Sales Department, and strengthened purchases of high-priced items by the Field Sales Department, leading to an increase in the number of purchases of brand-name goods, watches, antiques, and other items. Additionally, the average gross profit per visit exceeded the previous year's level, and the projected gross profit from purchases also progressed smoothly in line with internal plans.

Furthermore, since almost all of our group's purchases are from general customers and our product lineup is diverse, we are not affected by the deterioration of profitability due to market fluctuations seen in some brand-name bags and watches.

- The number of visits in July increased significantly to 36,986, up 57% year-on-year, due to factors such as BuySell's repeat visit rate reaching a record high of 17.7% and REGATE Inc. (Fuku-chan) achieving a repeat visit rate of 9.6% through the promotion of PMI, which is close to the 10% target for FY27, the final year of the medium-term management plan.

< Group store purchase business and other purchase business >

- Since Nikkou-dou has been newly classified as a group home-visit purchase business, the company's monthly purchase amounts for FY25 have been retroactively deducted.

■Amount of purchases (Million yen)

FY2025	Jan*1	Feb	Mar	Apr	May	Jun	1H
A of purchases	2,377	2,459	2,958	3,017	3,194	2,813	16,817
YoY	171%	165%	167%	139%	117%	125%	142%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	2,792						
YoY	128%						

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

*2 With the start of P/L consolidation of Musubi from April 2024, the purchase amount of the company is reflected.

■Number of Stores

Company name (Brand name)	Dec. 2024 (C)	June. 2025 (B)	July. 2025 (A)	increase or decrease (A)-(C)	increase or decrease (A)-(B)	Remark: Opening and Closing of Stores, etc.
BuySell Technologies (BuySell)	35	37	37	+2	-	
TIMELESS (Timeless Salon)	34	35	36	+2	+1	Senboku-"Panjo"(Osaka)
Four-Nine, direct management (WAKABA)	21	22	23	+2	+1	Rokkasho Village "REEV"(Aomori)
Four-Nine, franchises (WAKABA)	238	251	254	+16	+3	4 stores opened, and 1 store closed
NISSO (THIERRY, MAISON- THIERRY))	6	6	6	-	-	
MUSUBI (Kaitori-Musubi)	62	65	67	+5	+2	Aeon town Arimatsu(Aichi) Mega-Don Quijote Kira(Aichi)
REGATE (FUKU CHAN)	20	22	22	+2	-	
NIKKOU-DOU (NIKKOU-DOU)	2	2	2	-	-	Due to a change in classification to a group home visit purchase service, this information is for reference purposes only.
Group total	418	440	447	+29	+7	

■Monthly Summary of group store purchase business and other purchase business

- Purchases for the group store purchase business increased by 28% year-on-year to 2,792 million yen, thanks to steady growth in the number of customers visiting stores and purchases of high-priced items as a result of ongoing efforts to strengthen repeat customer initiatives.
- The trend in the YoY change in purchase volume since April is mainly due to the start of Musubi's P/L consolidation from April 2024, which reflects the purchase volume of Musubi, and not due to a slowdown in the momentum of each store business in the group store purchasing business.
- The store opening plan places a high priority on store openings in the second half of the fiscal year, and is currently progressing as planned.

(note) The above results are preliminary and may be revised later. Figures in this document are unaudited.

Supplementary Explanation of Monthly KPIs (Reference)

- 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.
- 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 that disclosing "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 supplementary information, the monthly progress of "number of visits" and "number of stores" is disclosed by business segment.

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"
	NIKKOU-DOU (Rext HD subsidiary)	"NIKKOU-DOU"(home-visit /store purchase)
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"

*Rext HD Corporation, which began profit and loss (P/L) consolidation in the current fiscal year, has seven subsidiaries. The operating companies are REGATE Inc., which operates the "FUKU CHAN" home-visit purchase service, and NIKKOU-DOU Corporation, which operates "NIKKOU-DOU," a purchase service specializing in antiques, as well as 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.

(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.
- With the start of PL consolidation of REXT Holdings Co., Ltd. in January 2025, we are disclosing monthly KPIs for the entire group's business trip purchase business, including "FUKU CHAN" and NIKKOU-DOU, which are operated by REGATE Inc., a subsidiary of REXT Holdings Co., Ltd.

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.

(KPI Definitions)

- Number of visits: Our field salespersons made several visits to customers' homes.
- Amount of purchases: Total amount of items purchased from customers (before elimination of intercompany transactions).
- The gross profit per visit: Gross profit for management accounting purposes, based on the assumption that all products purchased in a single visit are sold at auctions and other toB venues. (The amount is not disclosed because it is an internal management accounting indicator used to analyze sales productivity in real time.)

End.