

enigma

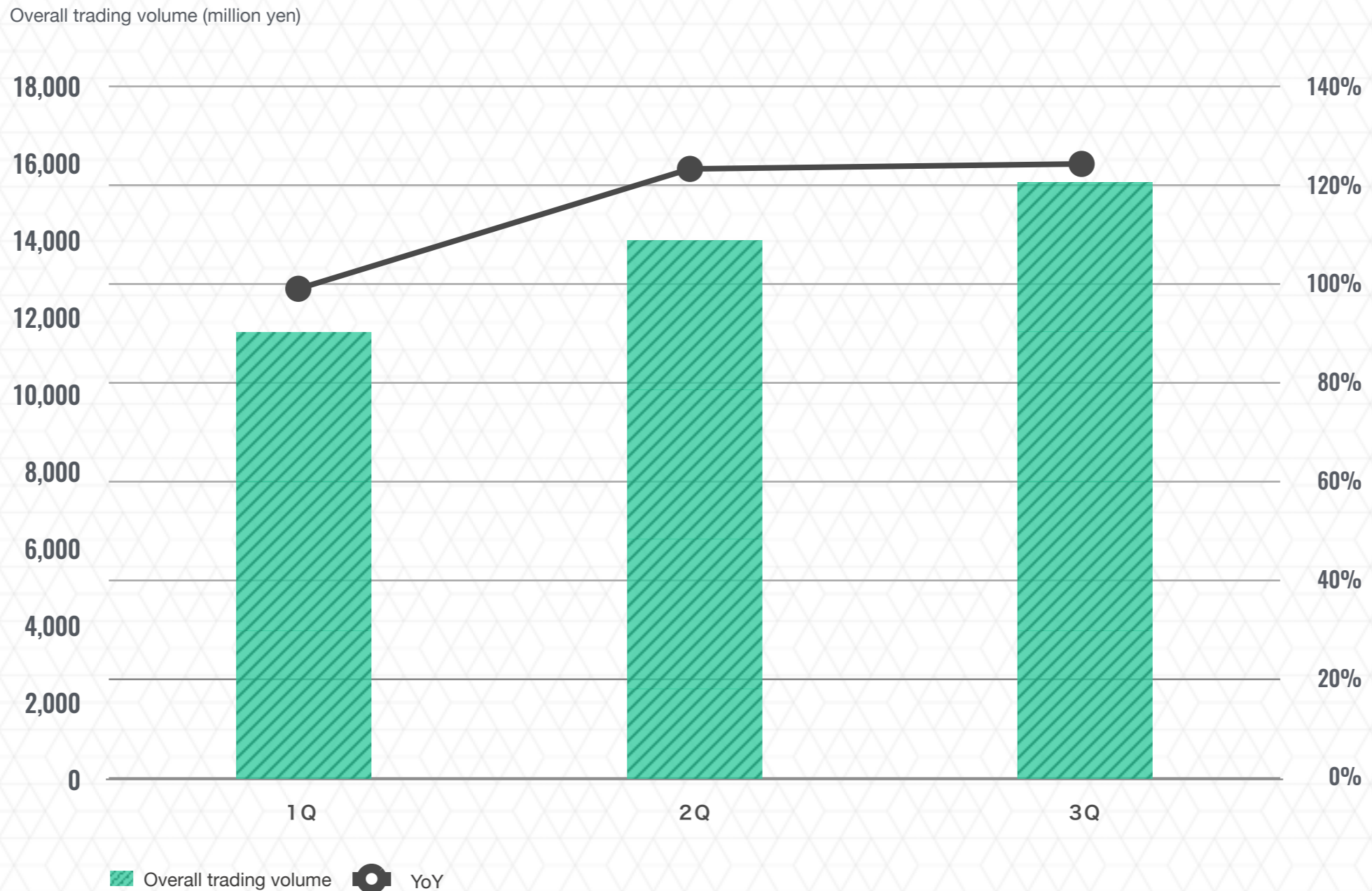
Supplementary Financial Statement

for the Third Quarter of FYE January 2021

Third quarter Highlights

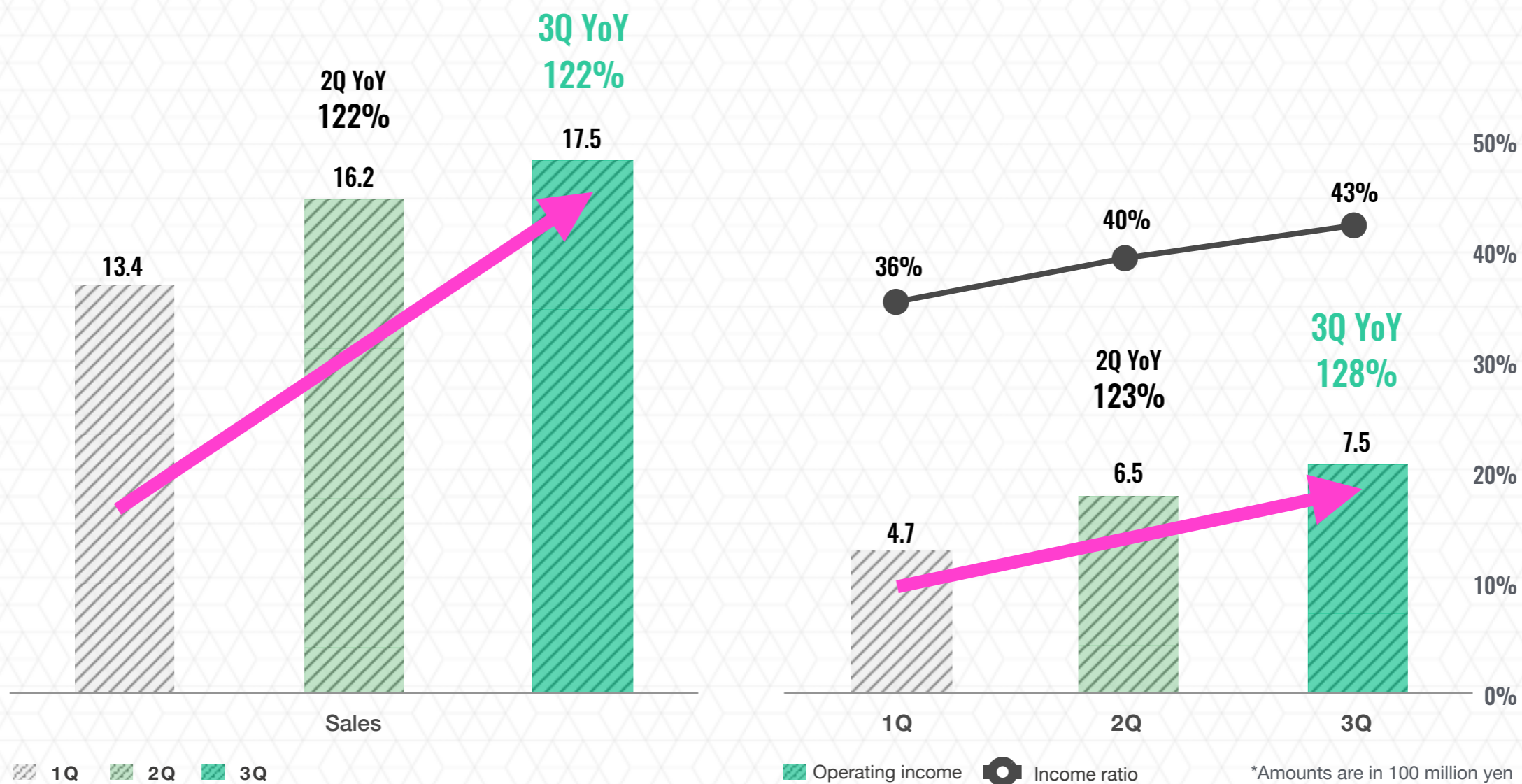
Trading overview (by quarter)

We managed the impact of the last-minute surge in demand prior to last year's consumption tax increase, and the overall trading volume maintained high growth YoY at 124% in this third-quarter accounting period.



Performance (Sales / Operating income / Income ratio)

In Q3 alone, sales and operating income exceeded the same period of the previous year by 120%, and high growth was maintained from the second quarter.



Performance continued to be strong in Q3, recovering from the sluggish effects of coronavirus in Q1.

The cumulative overall trading volume was 115.5% YoY, and the income for this quarter grew 110.2% YoY, making a double-digit recovery.

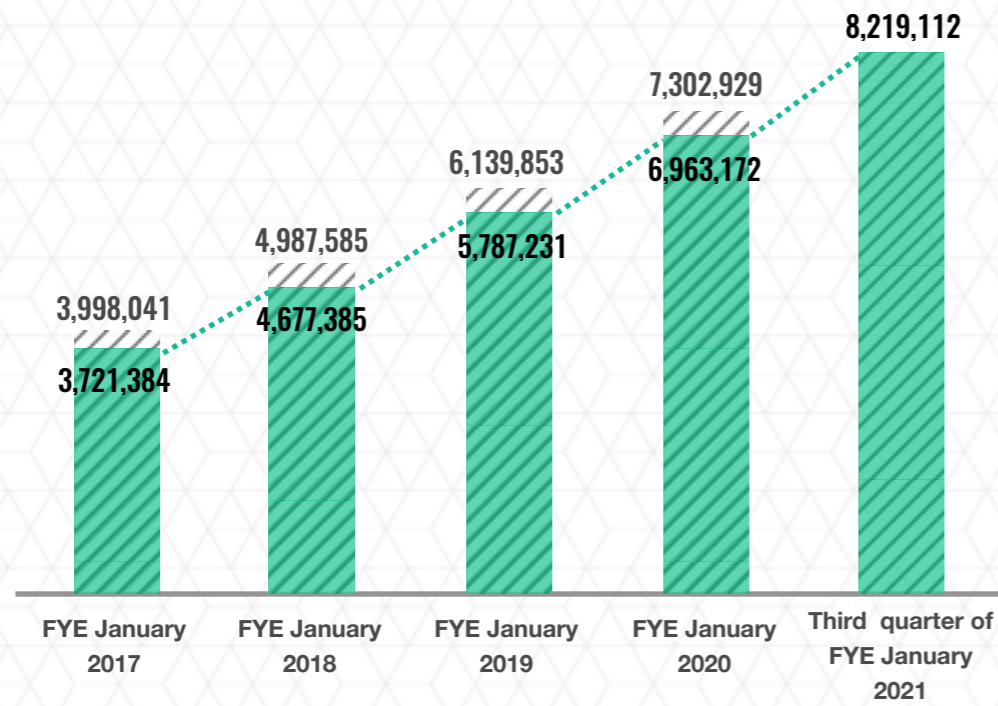
	FYE January 2021 Period total for the third quarter (actual results)	FYE January 2020 Period total for the third quarter (actual results for the previous period)	YoY
Overall trading volume *Including payment processing fees	41.11 billion yen	35.60 billion yen	115.5%
Net sales	4.71 billion yen	4.12 billion yen	114.3%
Selling and administration costs	1.95 billion yen	1.66 billion yen	118.0%
Personnel costs	0.81 billion yen	0.72 billion yen	112.6%
Advertising costs	0.79 billion yen	0.65 billion yen	121.8%
Operating income	1.88 billion yen	1.72 billion yen	109.1%
Ordinary income	1.88 billion yen	1.70 billion yen	110.1%
Profit	1.30 billion yen	1.18 billion yen	110.2%

*The personnel costs include dispatching, outsourcing, etc.

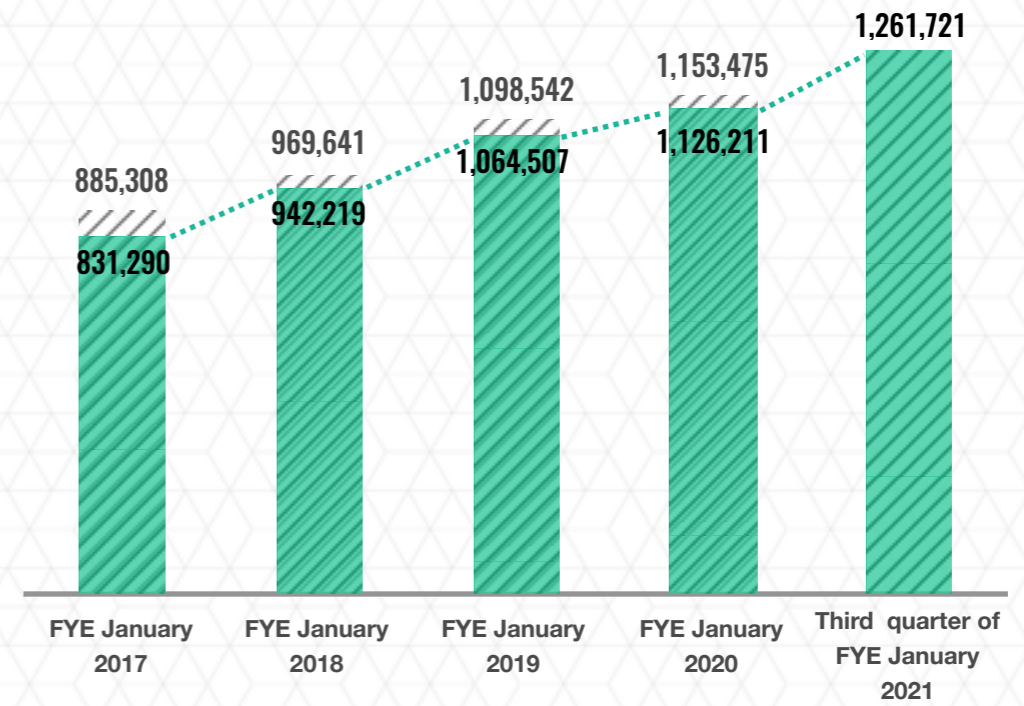
Trends of the main KPIs

The main KPIs are steady

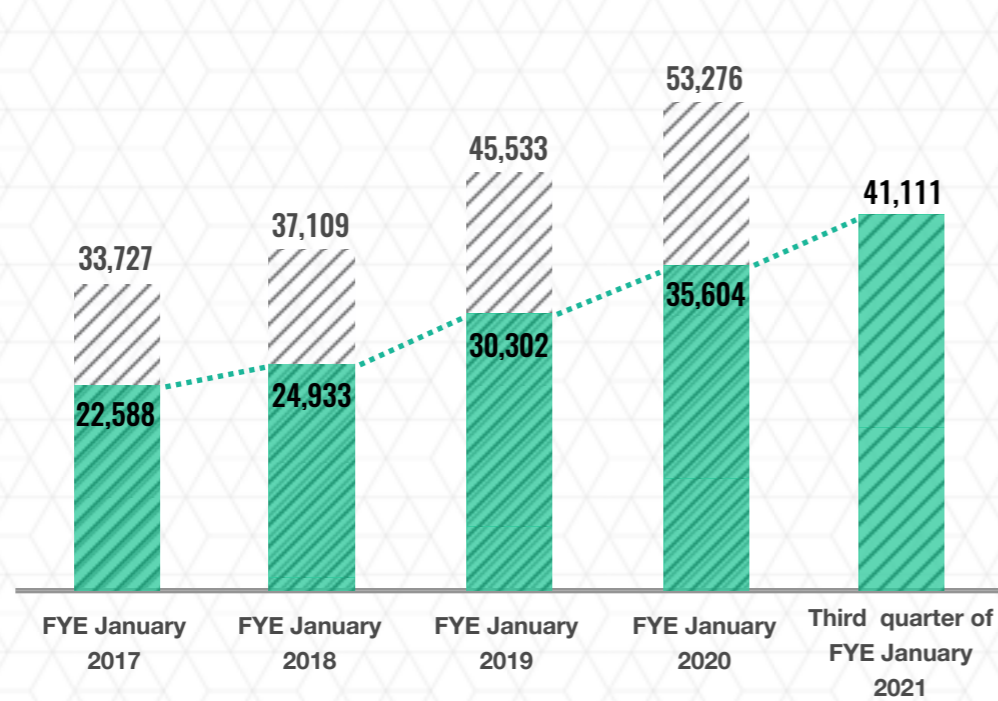
BUYMA Number of members (Unit: person)



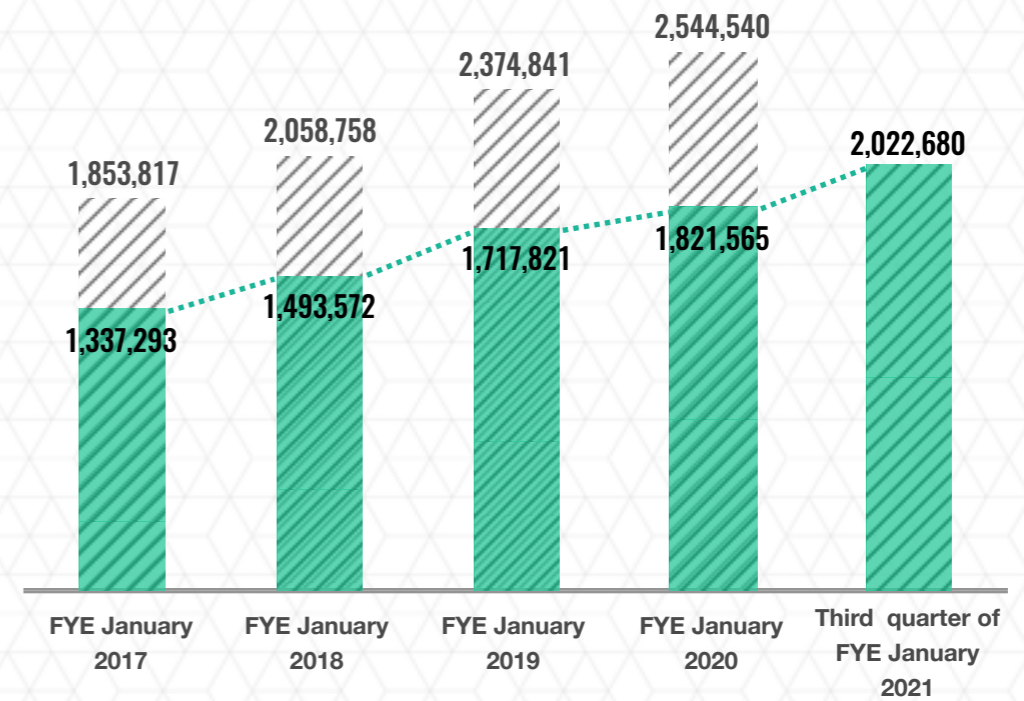
BUYMA Number of active members (Unit: person)



BUYMA Overall trading volume (Unit: million yen)



BUYMA Number of transactions handled (Unit: no. of transactions)



Full-year performance projections

Full-year performance projections

Based on the recovery of the growth rate up through the third quarter, sales and income at each stage are projected to be historic highs.

Net sales



Profit



	FYE January 2021 Performance (Full-year projection)	FYE January 2020 Performance (actual results for the previous period)	Compared with the corresponding period of a year earlier
Net sales	7.01 billion yen	6.09 billion yen	115.0%
Operating income	2.96 billion yen	2.69 billion yen	110.0%
Ordinary income	2.96 billion yen	2.68 billion yen	110.4%
Profit	2.05 billion yen	1.86 billion yen	110.5%

These presentation materials are provided solely for the purpose of better understanding of our company and are not intended for the purpose of solicitation.

Forward-looking projections and forecasts contained within this document are made based on information available as of today.

Actual business performance may differ from projections due to risks and uncertainties in the future.

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