

***enigma***

# **Supplementary Financial Information**

**First Quarter of FYE Jan. 2022**

## 1Q Results Summary

Expansion of private-sector international logistics alliance services has enabled safe and speedy delivery of items handled, curbing the impact of the spread of the COVID-19 in terms of logistics

As opportunities for contact between people and people decrease and the social role of EC improves significantly, we strengthen our data-driven marketing measures, which are our strengths, and continue to achieve high growth by linking them to advertising and various sales measures.

As a result of the above, GMV, net sales, and each income greatly exceeded those for the same period of the previous fiscal year and got off to a good start of this fiscal year.

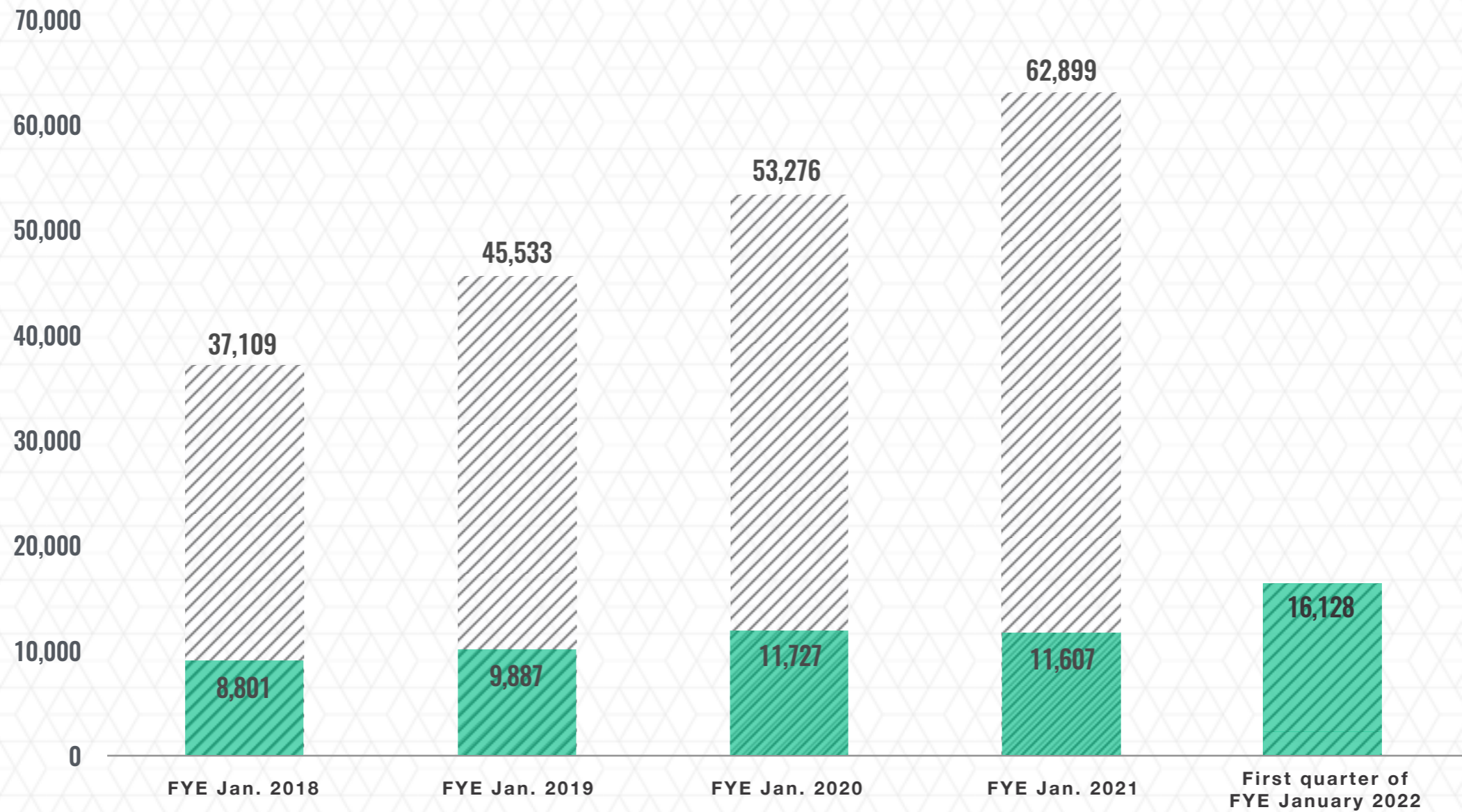
In GLOBAL BUYMA, GMV grew steadily, rising to over 530% QoQ.

	FYE Jan. 2022 1Q (actual results)	FYE Jan. 2021 1Q (actual results)	Percentage change over year
<b>GMV</b>	<b>16,128 mn</b>	11,607 mn	38.9%
<b>Net sales</b>	<b>1,831 mn</b>	1,343 mn	36.3%
<b>Operating income</b>	<b>710 mn</b>	476 mn	49.2%
<b>Ordinary income</b>	<b>713 mn</b>	476 mn	49.8%
<b>Net income</b>	<b>495 mn</b>	332 mn	48.9%
<b>Net income per share</b>	<b>11.89</b>	7.99	48.9%

(Unit: JPY)

# **Overview of BUYMA business**

**GMV was 16.1 billion yen(139% YoY)**



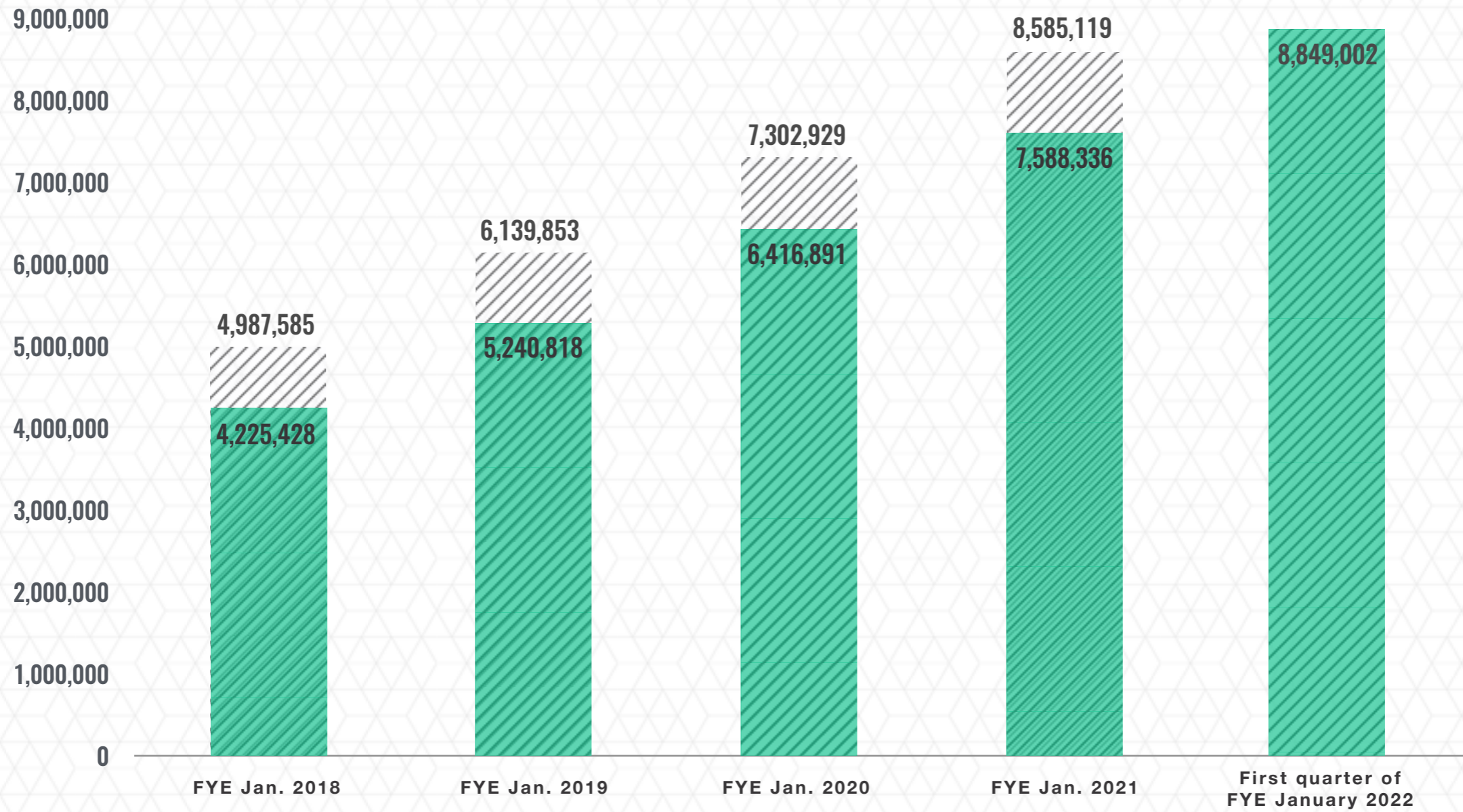
(Unit: million yen)

\*Overall trading volume: Amount of account settlements including such things as payment for goods and fees for settlement of payment in contracted transactions

\*Including the English language version from FYE January 2016; including the Korean language version from the 2nd quarter of FYE January 2017 to the 3rd quarter of FYE January 2018

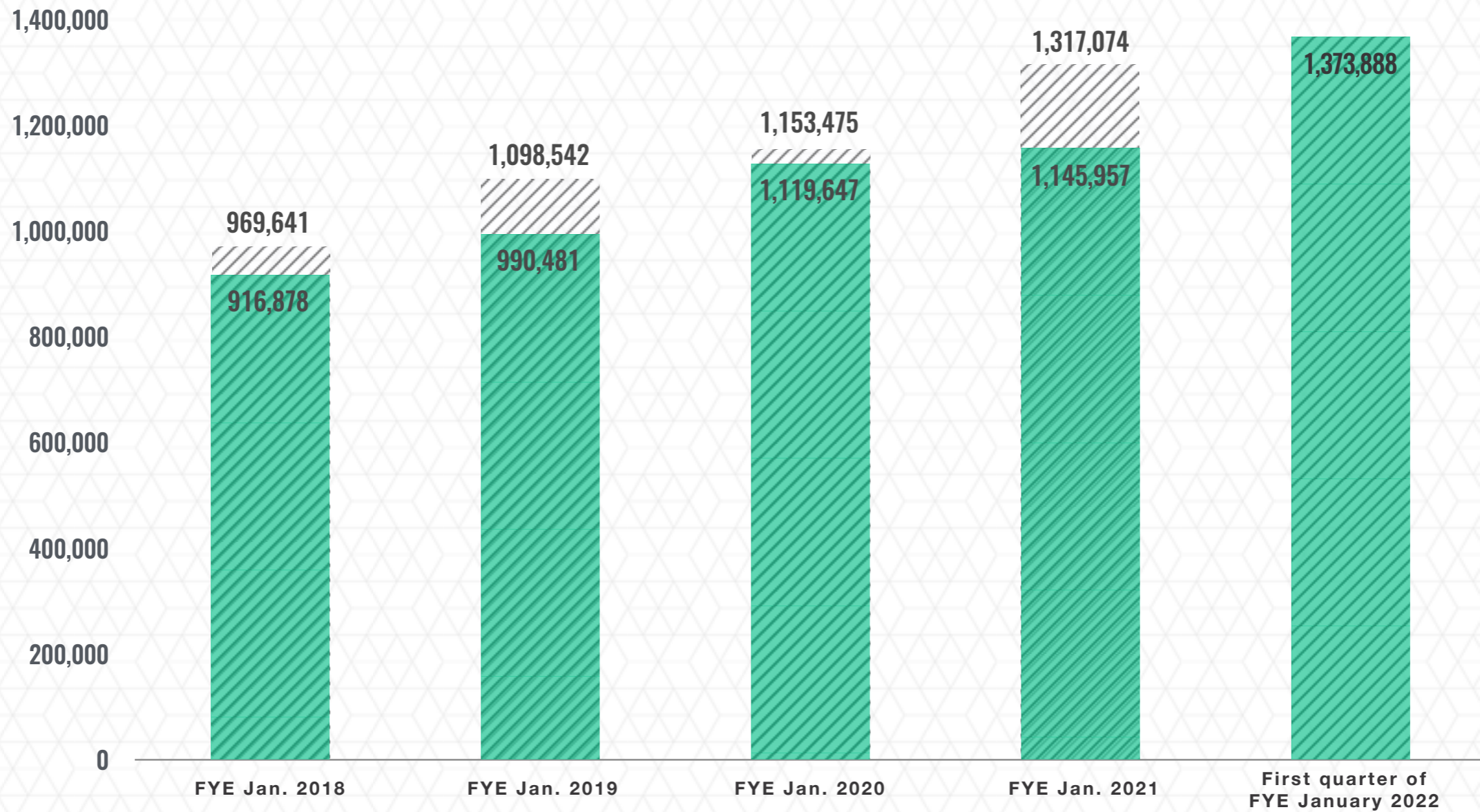


Number of member exceeded 8.8 million (117% YoY)



(Unit: Person)

Active members exceeded 1.37 million people (120% YoY)



(Unit: Person)

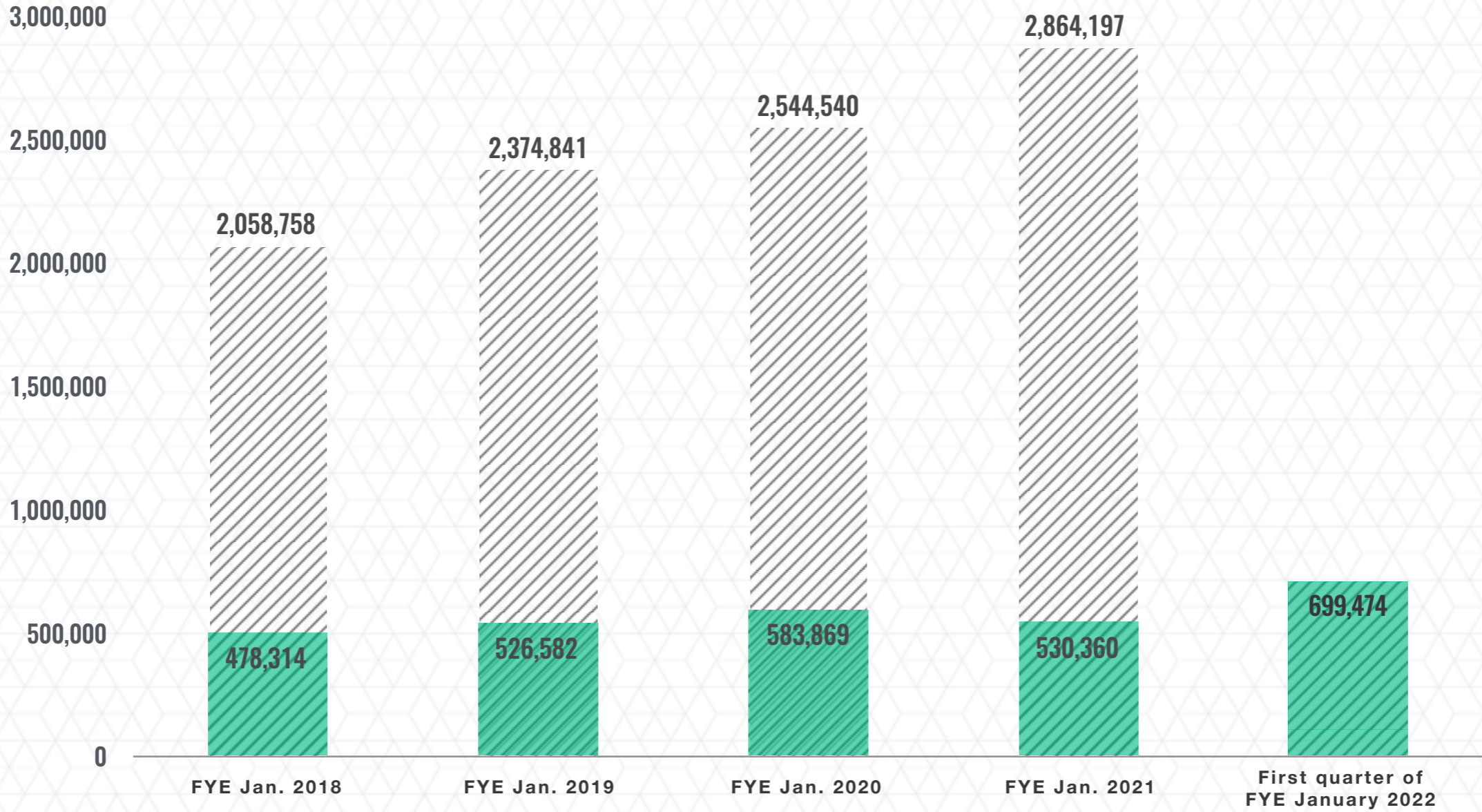
\*Number of active members: members with a purchase history within the past year

\*Including the English language version from FYE January 2016; including the Korean language version from the 2nd quarter of FYE January 2017 to the 3rd quarter of FYE January 2018



Performance for FYE Jan. 2022 1Q – Number of transactions handled

Number of transactions was 699 thousand (132% YoY)



(Unit: no. of transactions)

\*Including the English language version from FYE January 2016; including the Korean language version from the 2nd quarter of FYE January 2017 to the 3rd quarter of FYE January 2018



Active members continued to grow  
Achieved 139% YoY in transaction value with an increase in ARPU



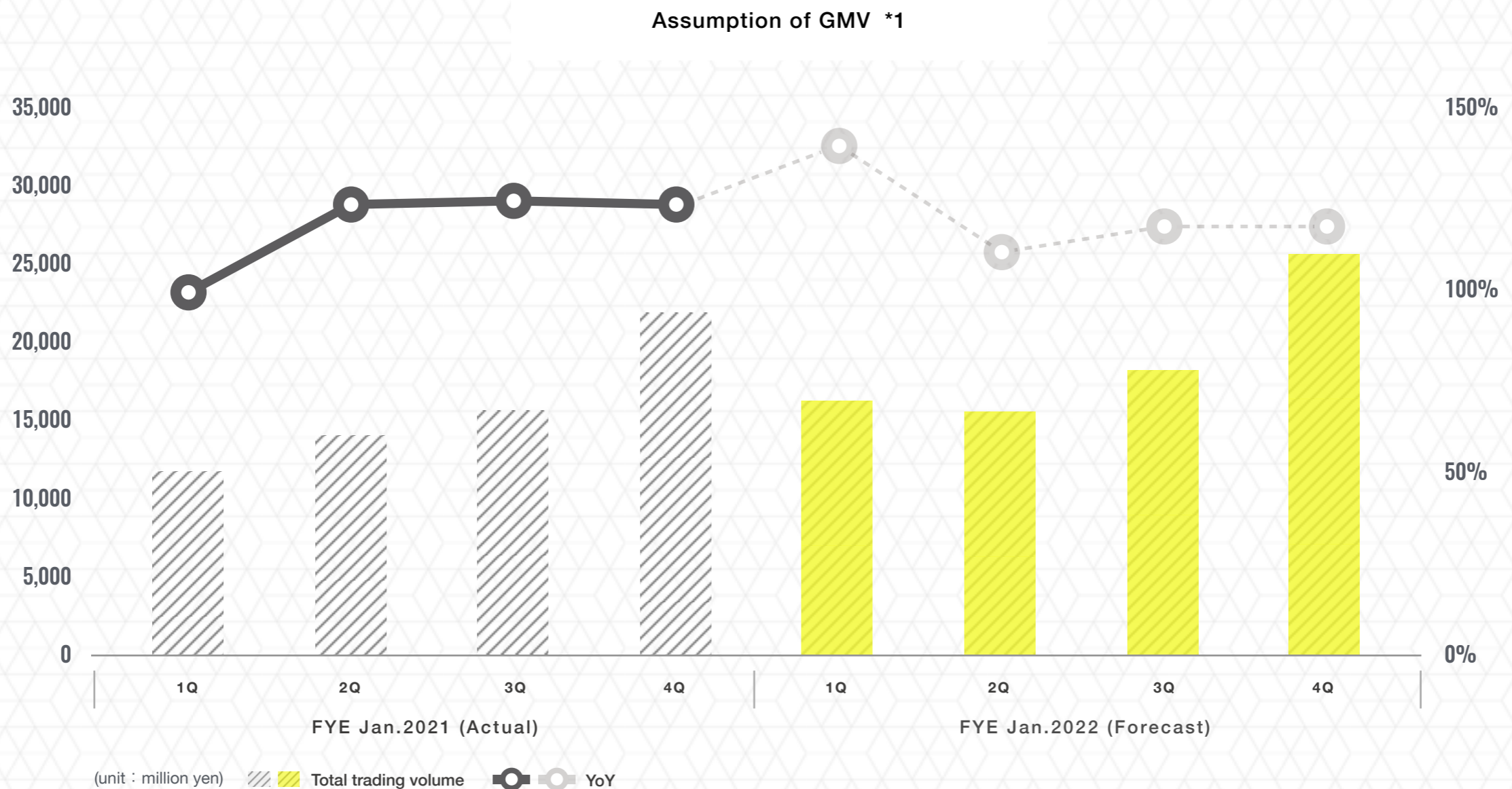
**Demand for luxury items was firm**  
**Both the number of transactions and unit price increased**



\* Unit price could be impacted by trends, having a kind of uncontrollable aspect

## Quarterly comparison with the previous year for FYE Jan.2022

- ▶ While total trading volume in FYE Jan. 2021 was 99% YoY in 1Q, it exceeded 120% YoY from 2Q onward.
- ▶ Therefore, in FYE Jan. 2022, the base of revenue growth is expected to be moderate compared to the same quarter of the previous year.
- ▶ However, as mentioned above, we are prioritizing the growth of our top line and plan to achieve growth in terms of total trading volume.



\*1: Figures for GMV and year-on-year change (YoY) from Q2 FY1/2022 onward are image of changes in GMV and differ from specific forecast values.

**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.**