

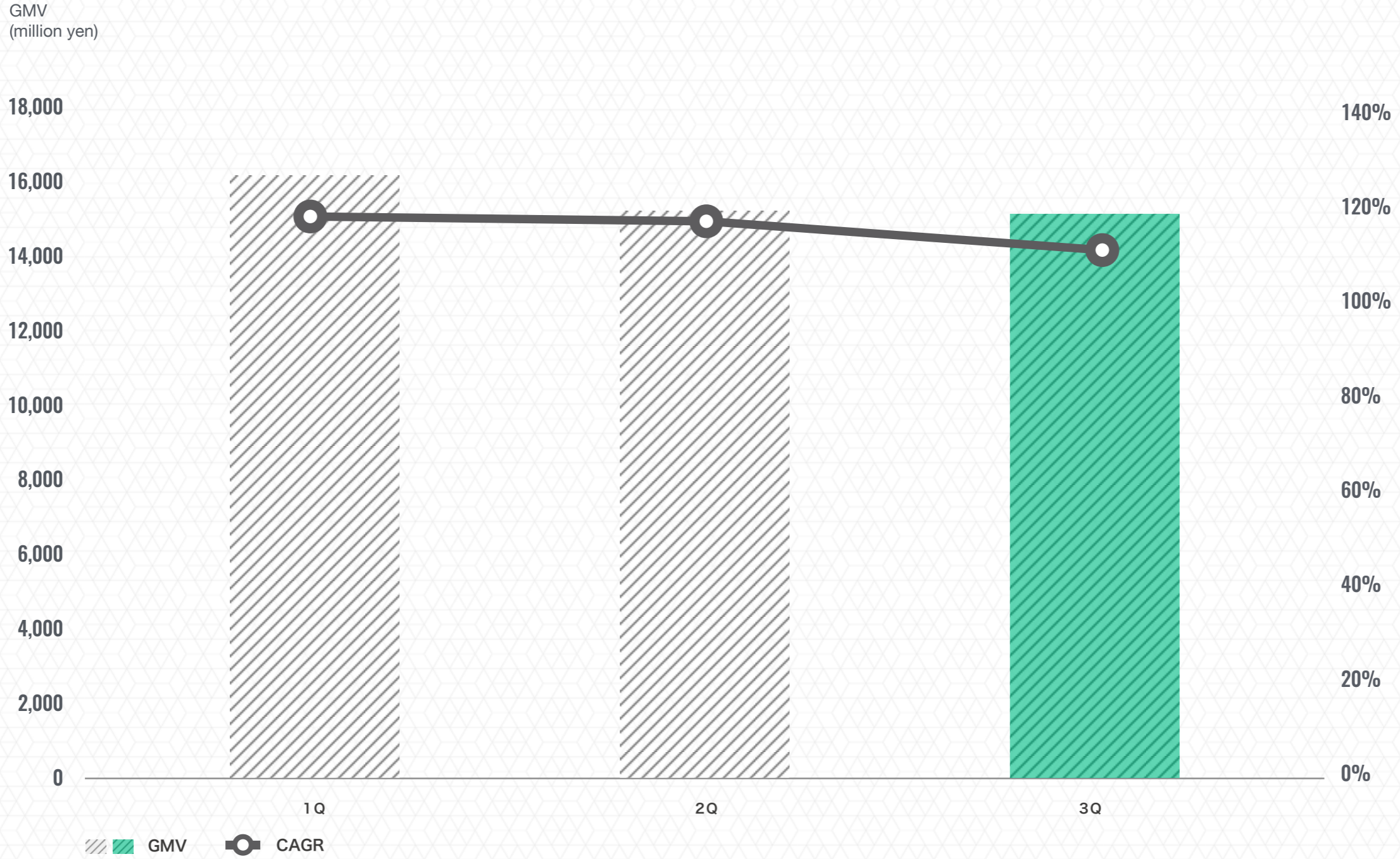
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# **Supplementary Financial Statement**

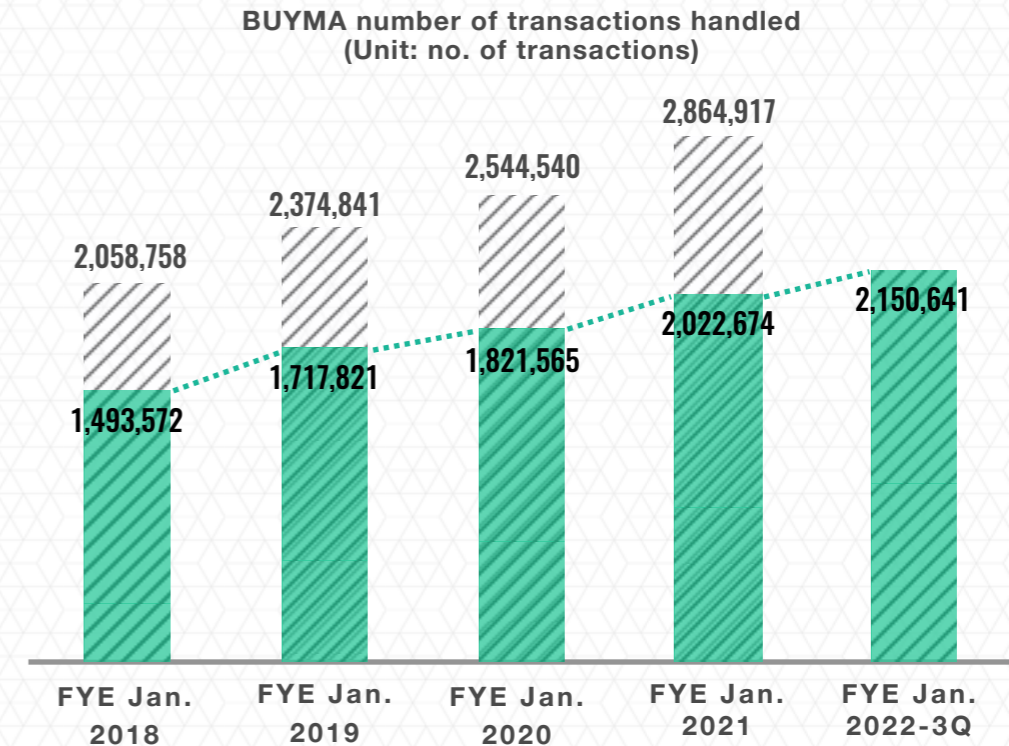
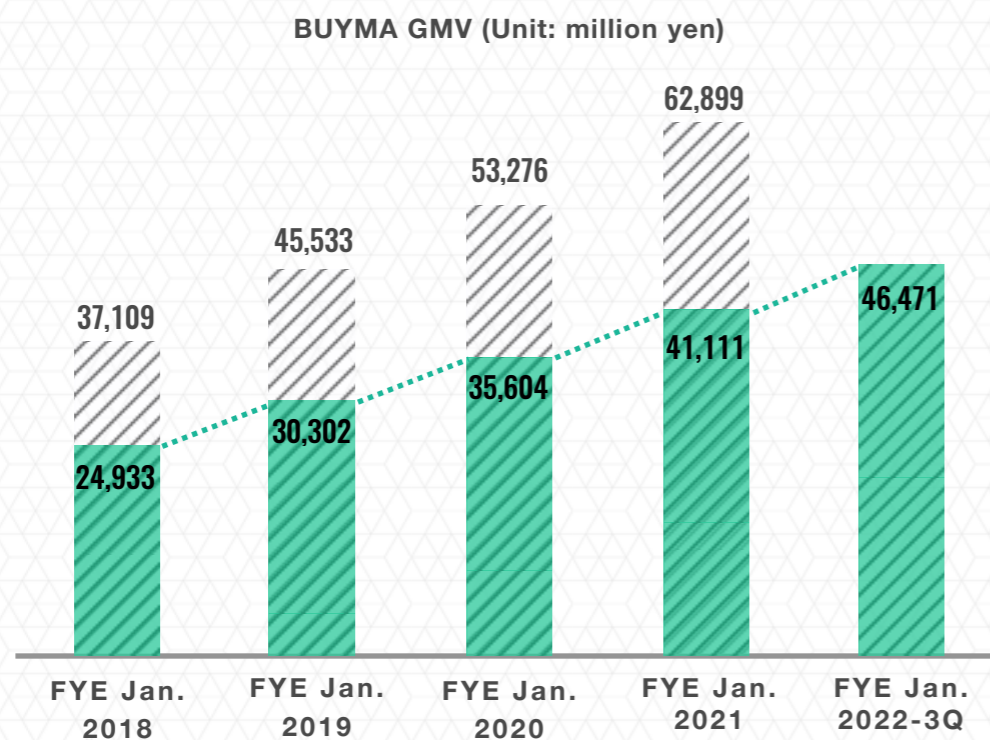
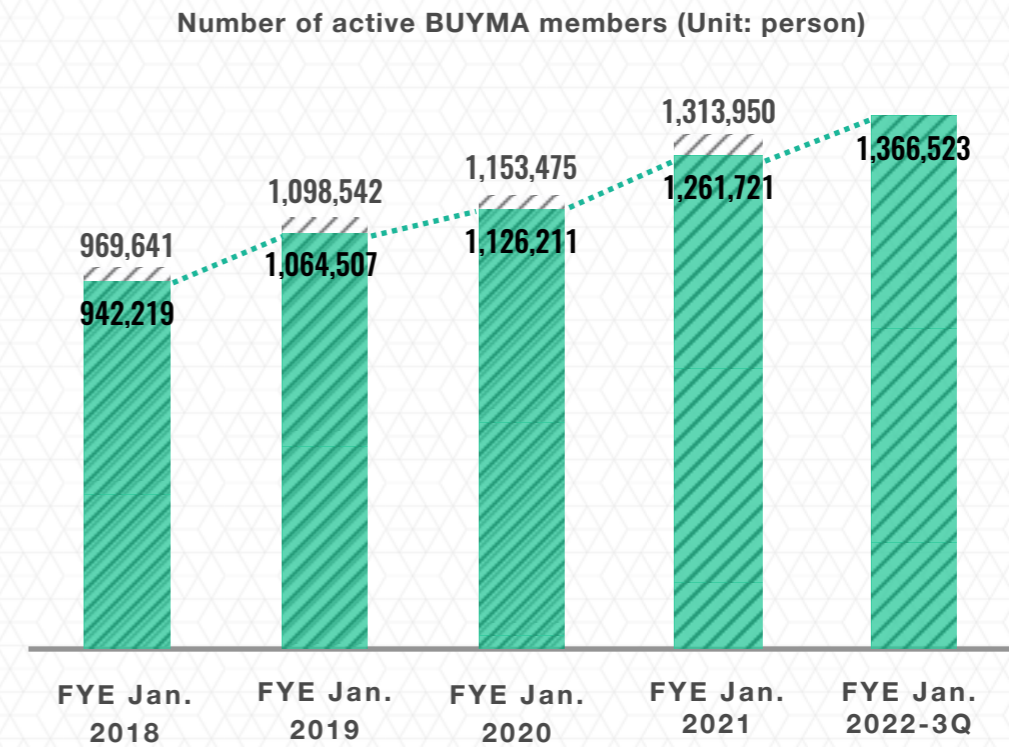
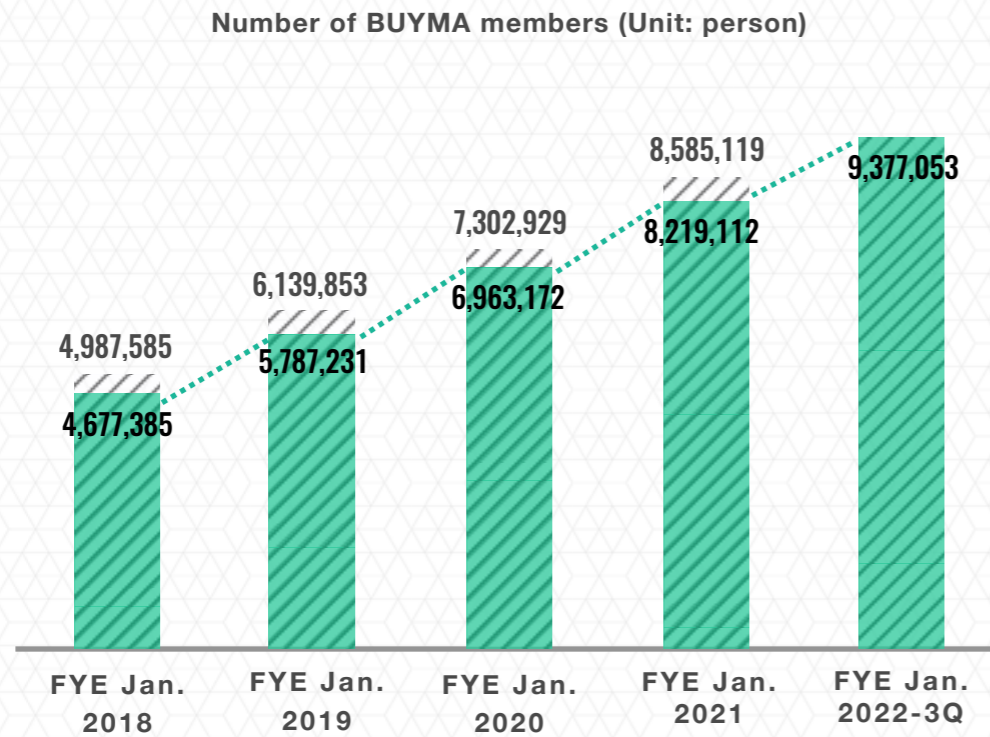
**for the Third Quarter of FYE January 2022**

# **Highlights for the third quarter of FYE January 2022**

Total transaction volume in the third quarter remained at the same level as the previous year (2-year CAGR 110%) due to the impact of sluggish consumer activity caused by the prolonged declaration of a state of emergency and the slow initial demand for autumn/winter items caused by the rising temperatures.



## Major KPIs remained steady.



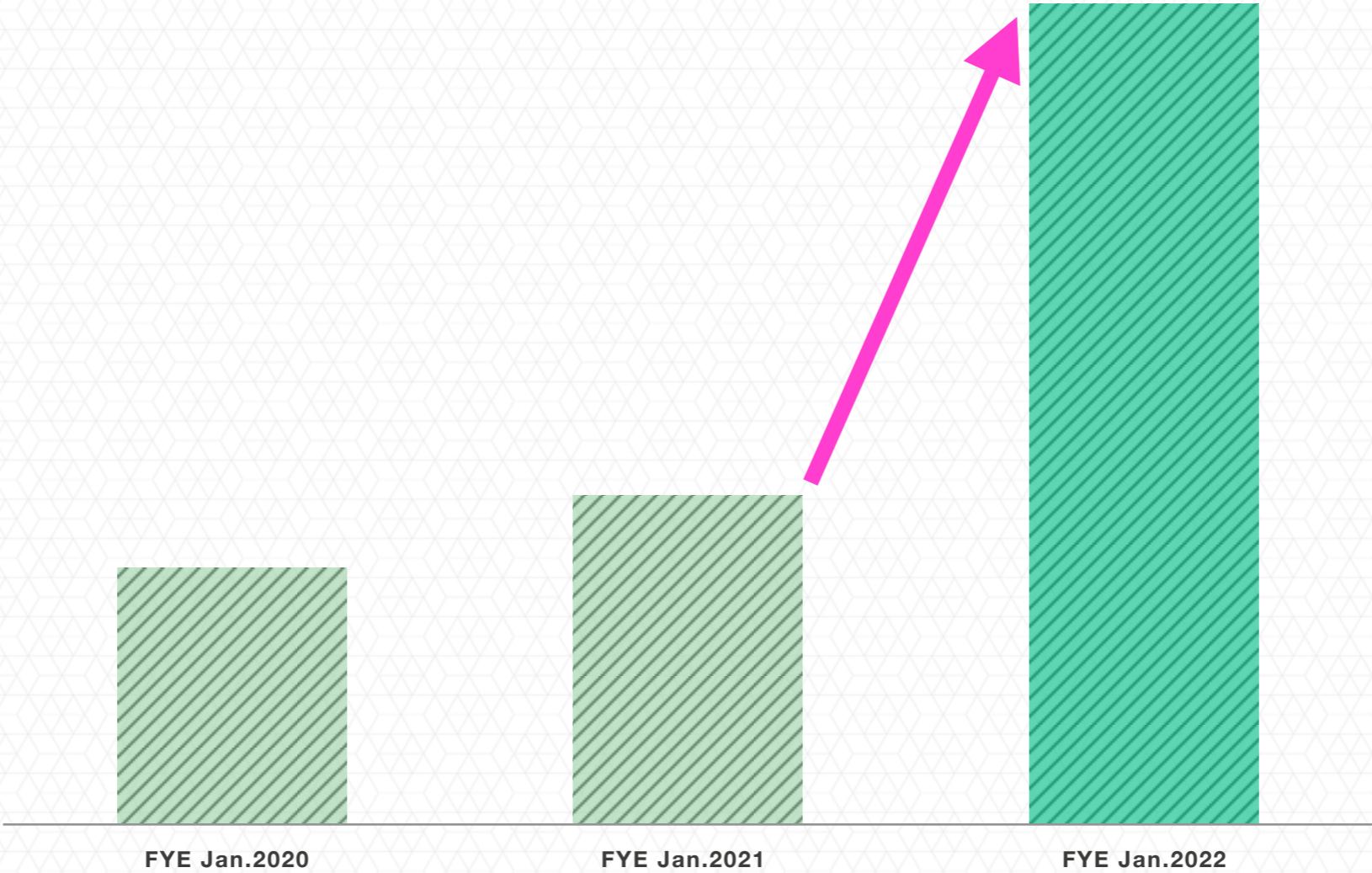
Despite a difficult external environment, including sluggish consumer activity caused by the prolonged declaration of a state of emergency and the slow initial demand for autumn/winter items caused by the rising temperatures, GMV in the third quarter was maintained at the same level as the previous year. Aggressive cost investment in the growth areas of Global BUYMA and lifestyle category continued, and both business sustained high growth.

	FYE January 2022 Period total for the third quarter (actual results)	FYE January 2021 Period total for the third quarter (actual results for the previous period)	YoY
<b>GMV</b> Including payment	<b>46.47 billion yen</b>	41.11 billion yen	113.0%
<b>Net Sales</b>	<b>5.29 billion yen</b>	4.71 billion yen	112.3%
<b>SGA</b>	<b>2.30 billion yen</b>	1.95 billion yen	117.7%
<b>labor costs*</b>	<b>0.89 billion yen</b>	0.81 billion yen	109.9%
<b>advertising costs</b>	<b>1.01 billion yen</b>	0.79 billion yen	126.8%
<b>Operating Income</b>	<b>1.97 billion yen</b>	1.88 billion yen	104.9%
<b>Ordinary Income</b>	<b>1.99 billion yen</b>	1.88 billion yen	106.0%
<b>Net Profit</b>	<b>1.35 billion yen</b>	1.30 billion yen	104.0%

\*The personnel costs include dispatching, outsourcing

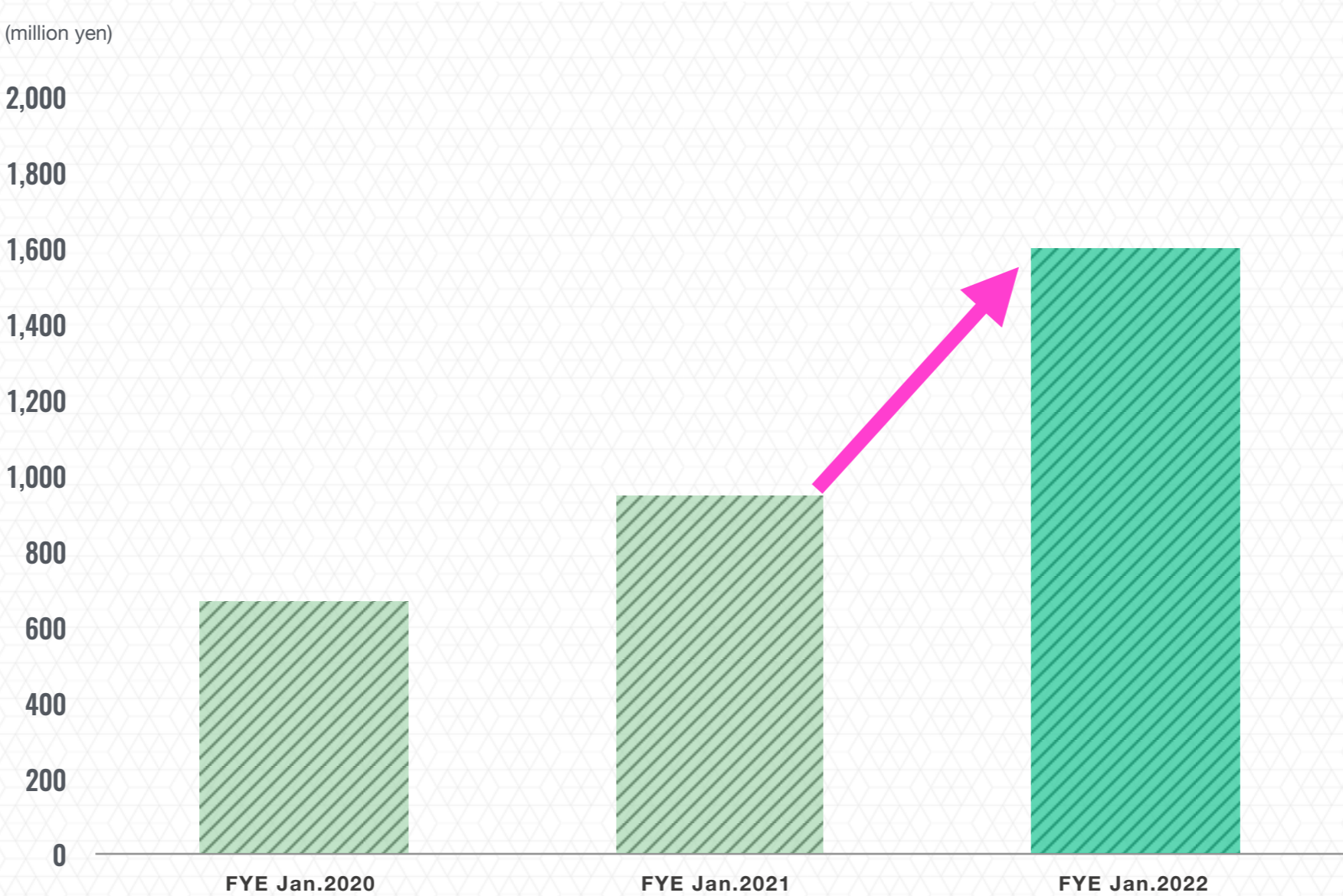
# Continued high growth with cumulative GMV for Q3 of over 250% YoY

Cumulative GMV for the third quarter



Continued high growth with cumulative GMV for Q3 of 168% YoY, supported by the strong sales for furniture and fabrics

Cumulative GMV for the third quarter





# Forecast

In light of the severe external environment, progress through the third quarter, and the fact that consumer spending has not yet reached a full-fledged recovery, we have revised our full-year earnings forecast as follows.

The additional investment for growth announced at the beginning of the period would be made after profit growth was secured, so though some measures (such as expansion of GLOBAL BUYMA and Lifestyle category) have been implemented or will be implemented in Q4, full-scale investment will be implemented in the next fiscal year after reconsidering the plan.

	<b>FY Jan/22 Dec.14 Forecast (A)</b>	<b>FY Jan/22 Mar.17 Forecast (B)</b>	<b>Difference from Mar.17, Forecast (A - B) *</b>	<b>FY Jan/21 (Actual)</b>
<b>Sales</b>	7.52 billion yen	8.13~8.84 billion yen	-0.61~-1.32 billion yen	7.07 billion yen
<b>Operating Income</b>	2.80 billion yen	3.06~3.51 billion yen	-0.26~-0.71 billion yen	3.03 billion yen
<b>Ordinary Income</b>	2.81 billion yen	3.06~3.51 billion yen	-0.25~-0.70 billion yen	3.03 billion yen
<b>Net profit</b>	1.92 billion yen	2.11~2.43 billion yen	-0.19~-0.51 billion yen	2.09 billion yen

To achieve comprehensive operational excellence from item selection to delivery, promote full-scale improvement of various processes from the standpoint of a platformer. In addition, strengthen our efforts to acquire members through measures to increase awareness of our services through SNS, YouTube and other videos. Furthermore, focus on building a solid revenue base by retaining loyal customers. Develop and invest in new services in response to changing lifestyles and digital shifts.

**185,000** In 166 Countries  
**PERSONAL SHOPPERS**

Support for selecting items by providing analysis tools

Measures to improve listing process and customer service

Provision of tools to simplify delivery, expansion of available areas for partner delivery sites

**BUYMA**

Over 6,870,000 items



**Data & Technology  
Driven**

Registered **9,370,000**  
**CUSTOMERS**

Increase awareness through the use of video and SNS

Loyal customers  
Retention measures

**Strengthen analytical skills**

Full-scale launch of the data analysts hired this year

**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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