

July 17, 2024

To All Concerned Parties

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### **Monthly Information for June 2024**

We are pleased to announce the monthly results of our " At-home pick up business " and "Group store purchase business and other purchase business" for June.

Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for July 2024 is scheduled to be released on August 14, 2024.

#### **■Monthly Summary**

##### **<At-home pick-up business>**

- In June, the number of inquiries was 95% of the previous year's level, while the number of visits was 107% of the previous year's level. Although the number of inquiries was temporarily affected by online advertising due to large-scale promotions in some of the same industries, the number of visits increased over the previous year as the acquisition of return visits (repeat visits) remained steady. The revisit rate for June was approximately 8.3%.
- The number of inquiries and visits planned for the full year is 101% and 109%, respectively, compared to the previous year. The number of inquiries and visits in the year's first half was 102% and 113%, respectively, in line with the plan.
- To ensure stable visits even during the off-season summer season, we strategically secure "carries" (the balance of reservations for visits in the following month or later), and unlike last year when we struggled during the summer season, the number of carries as of the end of June was secured as planned.
- Purchases were up 124% YoY due to an increase in the number of visits and firm purchases of brand-name goods, watches, and other high unit-price items that have been strategically strengthened. Some new graduates began operating in June, and the gross profit from visits by new graduates compared to the previous year started well.

##### **<Group store purchase business and other purchase business>**

- The number of visitors increased due to increased new stores, a strong gold market, and stronger customer attraction through group cooperation. Purchases remained strong throughout the group's stores, at a high level of 173% year-on-year.
- Although the number of group stores increased slightly from the previous month, preparations for new store openings have been steadily underway since July, and the number of stores is generally progressing as expected to the full-year plan.
- Since Musubi's purchase volume was reflected one month late, the retroactively adjusted May's purchase volume for the group store purchasing business and other purchasing businesses increased from 184% to 221% YoY.

**<At-home pick-up business>**

**■Number of inquiries**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of Inquiries	33,733	32,227	38,621	38,155	47,951	33,932	224,619
YoY	91%	107%	106%	106%	106%	95%	102%

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

(Full-year inquiries plan: 454,000/YoY 101%, 49.5% progress in this fiscal year)

**■Number of visits**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	19,837	19,174	23,733	24,527	25,968	23,766	137,015
YoY	106%	106%	114%	125%	119%	107%	113%

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

(Full-year Number of visit plan: 284,800/YoY 109%, 48.1% progress in this fiscal year)

**■Amount of purchases (Million yen)**

FY2024	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	592	570	675	787	876	753	4,254
YoY	129%	123%	129%	143%	149%	124%	133%

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

<Group store purchase business and other purchase business>

■Amount of purchases (Million yen)

FY2024	Jan	Feb	Mar	Apr <sup>*1</sup>	May <sup>*2</sup>	Jun <sup>*3</sup>	1H
A of purchases	1,386	1,494	1,775	2,177	<u>2,733</u>	1,900	11,466
YoY	183%	208%	183%	227%	<u>221%</u>	173%	200%

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

<sup>\*1</sup> The purchase amount of Musubi Company was added from April 2024.

<sup>\*2</sup> The monthly figures released on June 17 have been retroactively adjusted to account for the purchase volume of Musubi Corp, which was reflected one month later. Before the revision, purchases totaled 2,281 million yen (184% of the previous year's figure).

<sup>\*3</sup> Purchases in June and year-on-year comparison do not include Musubi Corp.

■Number of Stores

Company name	End of the previous period (A) (Dec. 2023)	May. 2024 (B)	June. 2024 (C)	increase or decrease		Remark: Opening and Closing of Stores etc,
				(C)-(A)	(C)-(B)	
BuySell Technologies	23	27	28	+5	+1	"Tenjin" in Fukuoka
TIMELESS	26	30	30	+4	-	
Four-Nine (direct management)	19	19	18	-1	-1	
Four-Nine (franchises)	200	212	216	+16	+4	5 stores opened, and 1 store closed
NISSO	5	5	5	-	-	
MUSUBI	-	60	59	+59	-1	Combined from April 2024 due to new consolidation
Group total	273	353	356	+83	+3	

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, and Musubi from April 2024.
- Number of inquiries: Several customer inquiries were obtained through various promotional advertisements.
- Number of visit: 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)**

● **At-home pick-up business**

**Disclose "Number of inquiries," "Number of visits," and "Amount of purchases" as monthly KPIs.**

The number of inquiries, the number of visits, and the purchase amount are defined as key indicators of monthly progress in our main business, at-home pick-up business (on a non-consolidated basis). We define "number of inquiries," "number of visits," and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), on-site 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 "at-home pickup business", to strategically determine and execute the selection of sales channels and 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 defined as disclosed KPIs as important indicators of monthly progress in this business.