



Supplementary Materials on the Financial Results

for the First Six Months of the Fiscal Year Ending March 31, 2025

GEO HOLDINGS CORPORATION

Prime Market of the Tokyo Stock Exchange (2681)



Contents

1. Group Profile
2. Consolidated Results for Six Months Ended September 30, 2024
3. Full-year Forecast for Fiscal Year Ending March 31, 2025
4. Growth-oriented Initiatives
5. New Efforts
6. Appendix

1. Group profile

Corporate philosophy

To offer joy to your everyday life

Company name GEO HOLDINGS CORPORATION

Date of incorporation January 1989

Head office 8-8 Fujimi-cho, Naka-ku, Nagoya-shi, Aichi Prefecture 460-0014

Tokyo office Imai Mitsubishi Bldg. 3-53-11 Minamiotsuka, Toshima-ku, Tokyo 170-0005






Representative director Yuzo Endo

Common stock 9,257 million yen (As of September 30, 2024)

Listed exchange Tokyo Stock Exchange Prime Market

***GEO is pronounced as “gao [géioʊ]” in Japanese.**

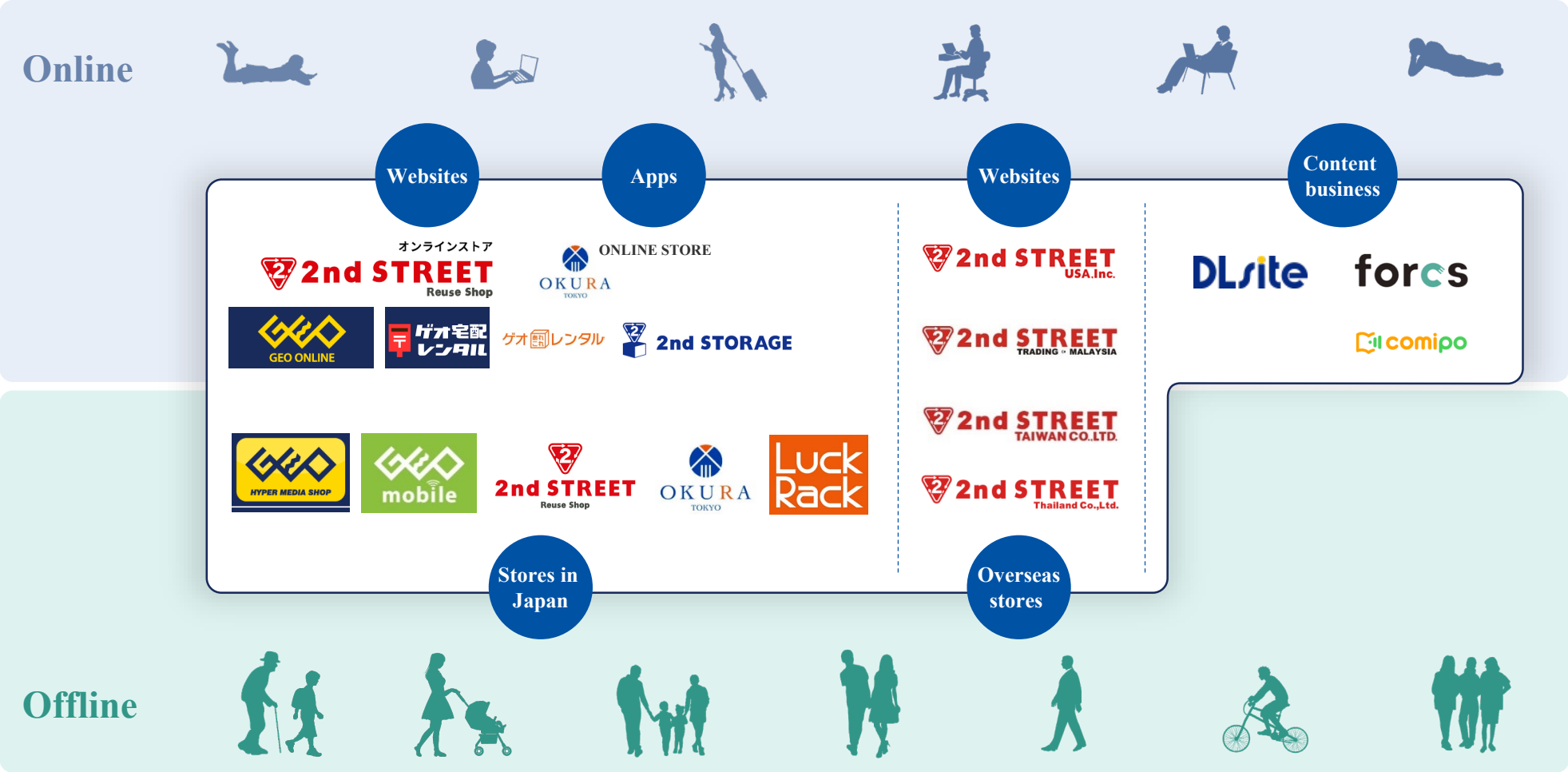
GEO Group's major shops and their major merchandise

| |  |  |  |  |  |
|--|---|---|---|---|---|
| Number of stores (As of September 30, 2024) | 1,065 stores (including 90 GEO mobile stand-alone stores and 613 attached stores) | | 853 stores in Japan 94 stores overseas | 22 stores | 21 stores |
| Clothing and accessories | | | Reuse | | Brand-new |
| Furniture, home appliances, household goods | | | Reuse | | |
| Luxury brand items | | | Reuse | Reuse | |
| Game device and game software | Reuse merchandise and brand-new products | | | | |
| Audio-visual equipment | Reuse merchandise and brand-new products | Brand-new | Reuse | | |
| Smartphones, tablet terminals, and PCs | Reuse | Reuse | Reuse | | |
| DVD, Blu-ray, CD and comic book | Rental services and brand-new products | | | | |
| Features | GEO has top market shares for reuse game devices and software, reuse smartphones, and video and music rental services. In addition to brand-new game devices and software, it offers brand-new audio-visual equipment and smartphone accessories. | We have opened stand-alone stores in addition to stores attached to GEO. GEO mobile has the leading market share for reuse mobile devices and it provides services by staff specialized in smartphones. | 2nd STREET has top market shares for reuse clothing and accessories. We also operate purchasing-only stores and specialty stores offering outdoor goods, musical instruments, and others. | OKURA mainly offers watches and bags as luxury brand items. Auctions conducted by OKURA ensure stable merchandise supply. | Luck Rack procures surplus stock from manufacturers and offers them at discounted prices as the off-price stores (OPS). |

* Some stores may not be handling the above merchandise.

Group strategy: Become a network retailer

- We will understand consumers' behaviors, eliminate the barrier between online and offline (stores) and bidirectionally build a “network retailer” structure enabling customers to freely select goods and services. Through our reuse business, a rental business characterized by the recycling-oriented distribution, and a retail business (sales of brand-new products), we strive to be the “global entrepreneur” that continues to offer joy to people around the world in their everyday life.
- The mission-critical system which the Group has produced in-house since its founding is able to centralize the management and operation of sales, purchases and rental business. Going forward, our business management will seek to add to our product categories and expand the interface with customers (on and off/global).



2. Consolidated Results for Six Months Ended September 30, 2024

Summary of six months ended September 30, 2024

Consolidated earnings highlights

Net sales

Against the backdrop of an expanding reuse market, sales at 2nd STREET in Japan and overseas remained strong, as did sales of reuse smartphones and tablets at GEO mobile, but consolidated sales fell by 7.4% YoY to 199.7 billion yen, mainly due to a reactionary decline for new games.

Operating profit, ordinary profit & net profit

While gross profit rose, sales of brand-new merchandise and rental merchandise fell, and sales and administrative expenses due to personnel costs could not be fully recovered. As a result, operating profit decreased by 25.9%, ordinary profit by 40.0%, and the half-year net profit attributable to owners of parent by 50.6%, versus the same period last year.

Gross profit

Due to a change in the sales mix caused by strong sales of reuse merchandise and a decline in sales of low gross margin brand new merchandise, the gross profit margin increased by 5.7 points YoY, leading gross profit to increase by 7.8% to 81.7 billion yen.

Topics

Topic (1)



(Japan)

The number of stores stood at 853 at the end of September 2024, a net increase of 15 in FY 2025 Q2.

Topic (2)



(Overseas)

13 stores opened in FY 2025 Q2
4 stores in the US, 4 stores in Taiwan,
4 stores in Malaysia, 1 store in Thailand
The number of overseas stores as of the end of September 2024: 94 stores
Singapore, Hong Kong subsidiaries set up

Topic (3)



Focusing on our reuse mobile business, 90 GEO mobile dedicated stores and 613 attached stores.
Strengthening product measures to increase motivation to visit GEO stores.

Consolidated statement of income for the first six months ended September 30, 2024

As a result of increased sales of reuse clothing & accessories and reuse smartphones & tablets, the sales composition ratio improved and the gross profit margin increased by 5.7 points. However, due to a YoY dropoff in new game products, sales declined sharply. With continued investment in the rising personnel cost, operating profit fell by 25.9% YoY to 5.4 billion yen, resulting in a decline in both sales and profits. Additionally, we incurred a foreign exchange loss of 700 million yen.

| (Million yen) | FY2024 Q2 Results | FY2025 Q2 Results | YoY change | Increase/decrease |
|---|----------------------|----------------------|------------|-------------------|
| Net sales | 215,761 | 199,724 | -7.4% | -16,036 |
| Gross profit | 75,886 | 81,787 | +7.8% | 5,900 |
| (Gross Profit Margin) | 35.2% | 40.9% | — | 5.7pt |
| SG&A | 68,579 | 76,372 | +11.4% | 7,792 |
| Operating profit | 7,307 | 5,414 | -25.9% | -1,892 |
| (Operating Profit Margin) | 3.4% | 2.7% | — | -0.7pt |
| Ordinary profit | 8,675 | 5,201 | -40.0% | -3,473 |
| Half-year profit attributable to owners of parent | 5,717 | 2,825 | -50.6% | -2,892 |

Net sales by merchandise for six months ended September 30, 2024

| (Million yen) | FY2024 Q2 Results | FY2025 Q2 Results | YoY Change | Increase/decrease |
|---|-------------------|-------------------|------------|-------------------|
| Reuse | 112,793 | 127,940 | +13.4% | 15,147 |
| Comprehensive | 78,757 | 87,324 | +10.9% | 8,566 |
| Clothing and accessories ^{※1} | 38,678 | 45,872 | +18.6% | 7,194 |
| Furniture and home appliances ^{※1} | 5,184 | 5,961 | +15.0% | 777 |
| Luxury ^{※4} | 27,270 | 27,008 | -1.0% | -261 |
| Others ^{※1} | 7,624 | 8,481 | +11.2% | 857 |
| Media | 34,036 | 40,616 | +19.3% | 6,580 |
| Games ^{※2} | 15,813 | 16,107 | +1.9% | 294 |
| Smartphones and tablets ^{※2.3} | 15,574 | 21,951 | +40.9% | 6,376 |
| Others ^{※2} | 2,648 | 2,558 | -3.4% | -90 |
| Brand new ^{※2} | 74,276 | 44,492 | -40.1% | -29,783 |
| Others | 28,691 | 27,291 | -4.9% | -1,400 |
| Digital content ^{※5} | 7,939 | 8,106 | +2.1% | 166 |
| Rental ^{※2} | 16,591 | 14,847 | -10.5% | -1,744 |
| Others | 4,160 | 4,336 | +4.3% | 176 |
| Total | 215,761 | 199,724 | -7.4% | -16,036 |

Due to expansion of the reuse market and new store openings, sales remained strong in clothing and accessories, which are the core products of 2nd STREET both in Japan and overseas.

Due to expansion of channels such as e-commerce, new store openings, and an increase in attached stores, there was significant growth in GEO mobile's core products, reuse smartphones and tablets.

Sales decreased due to a reactionary decline as demand for new game products, which had been strong due to the elimination of the semiconductor shortage, came to an end, and there were fewer popular titles than in previous years, which is a characteristic of the gaming industry.

Main business or store : ※1 : 2nd STREET ※2 : GEO ※3 : GEO mobile ※4 : OKURA ※5 : viviON



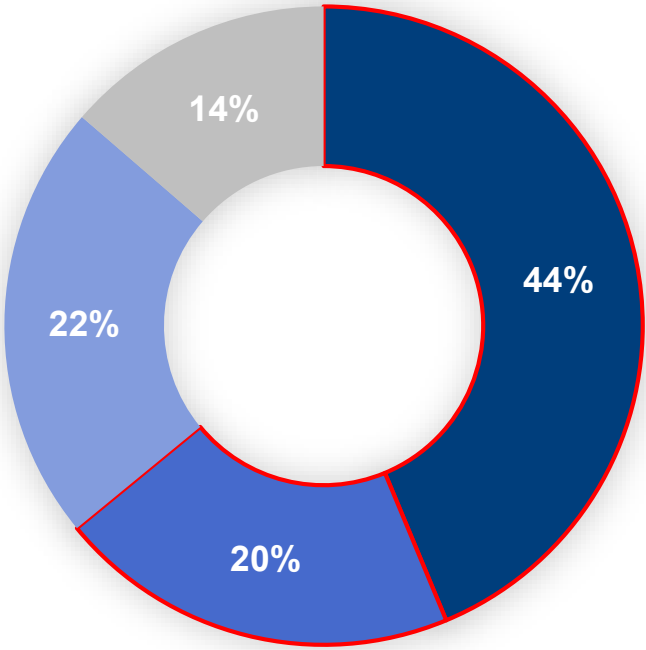
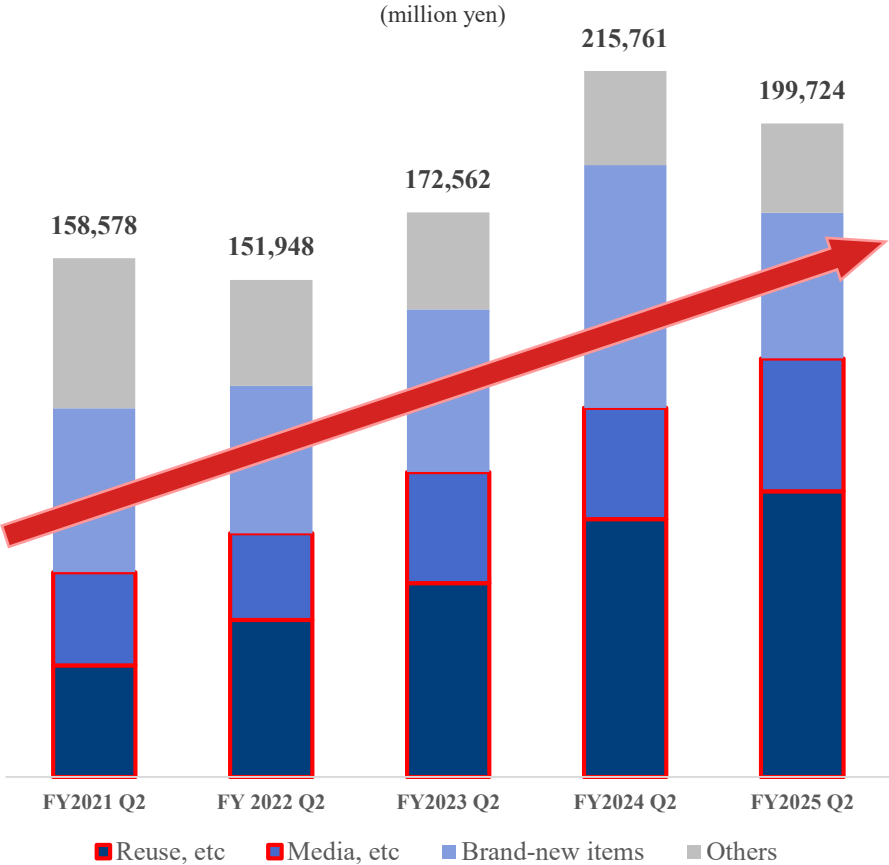
Net sales related data for three months ended June 30, 2024

Due to the expansion of the reuse market, sales at 2nd STREET increased steadily; our reuse media sales grew sharply due to the opening of GEO mobile stores and the expansion of purchase and sales channels through EC and attached stores, leading net sales in reuse-related business increased significantly. On the other hand, sales overall fell mainly due to a reactionary decline in new game sales, which had been strong the previous year, resulting in a decline in net sales by 7.4% YoY to 199.7 billion yen.

Sales breakdown for the first six months

Change in cumulative six-month sales in the past five years

of the fiscal year ending March 2025

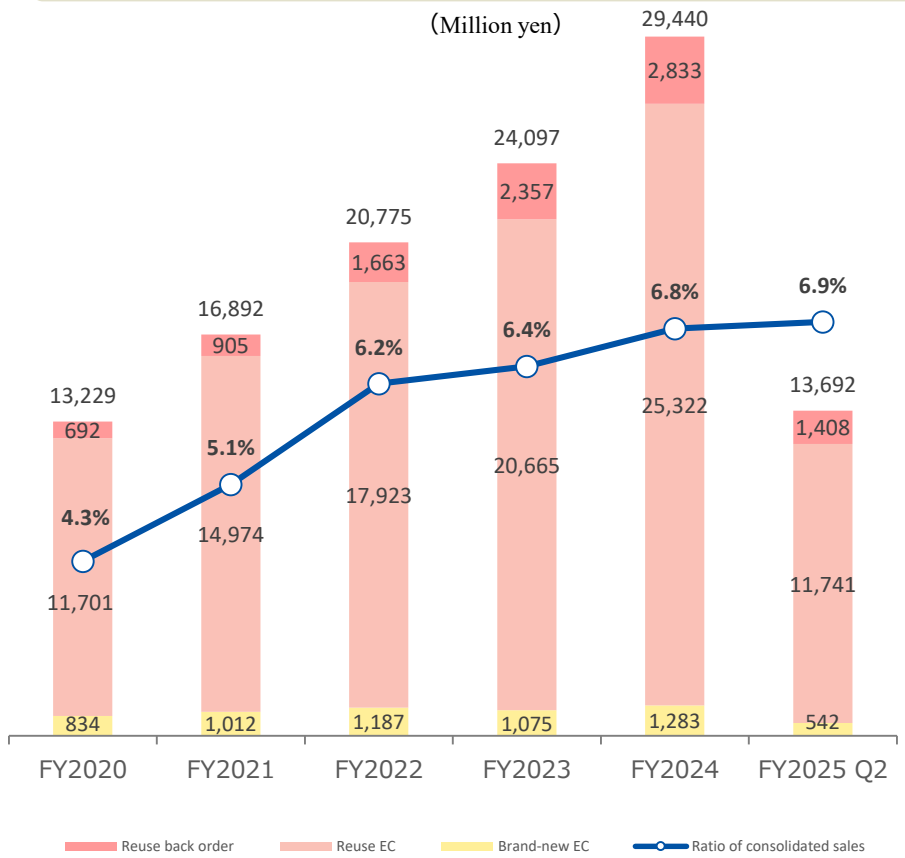


* Accounting Standards for Revenue Recognition introduced from fiscal year ending March 2022.

Changes in e-commerce involving net sales and ratio for the first six months ended September 30, 2024

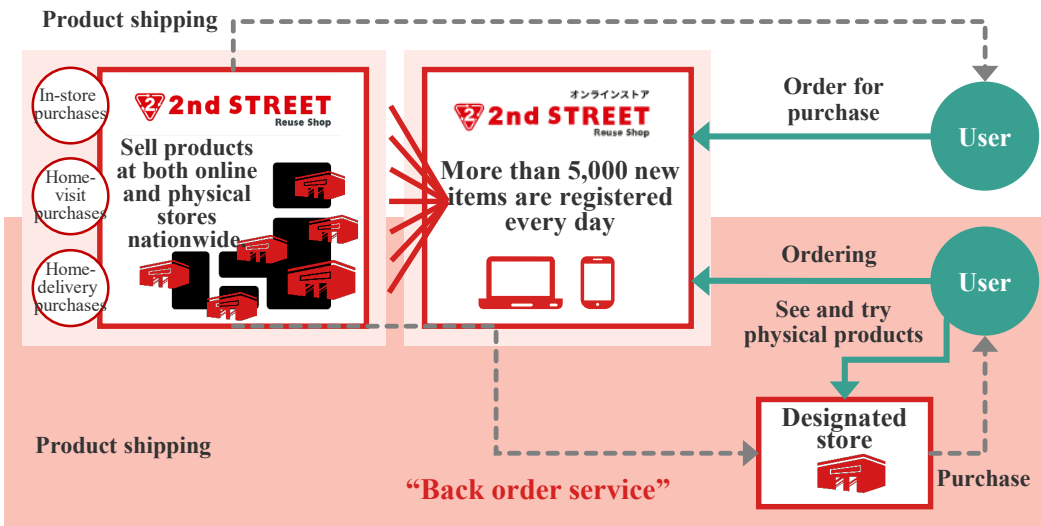
- EC related net sales* continued to grow. As overall sales increased, the growth rate of the EC related portion was slow, but EC sales in Japan grew by 3.9% compared to the same period last year.
- Our “back order service” leverages the advantages of directly managed stores. With no postage fees or commissions, users can try a product at a designated store before purchasing, providing convenience and access to one-of-a-kind items from all over Japan.

Changes in EC related net sales* and EC related ratio (versus net sales)



| | FY2024 Q2 | FY2025 Q2 | YoY Change |
|------------------------------------|-----------|-----------|------------|
| EC related net sales (Million yen) | 13,180 | 13,692 | +3.9% |

Overview of 2nd STREET online store



*Includes sales from EC sites (2nd STREET online, GEO online, OKURA, etc.) and official apps, etc., and use of the “back order service” at 2nd STREET stores.

Gross profit by merchandise for the first six months ended September 30, 2024

| (Million yen) | FY2024 Q2 Results | FY2025 Q2 Results | YoY Change | Increase/decrease |
|---|-------------------|-------------------|------------|-------------------|
| Reuse | 48,721 | 54,776 | +12.4% | 6,054 |
| Comprehensive | 36,907 | 41,788 | +13.2% | 4,881 |
| Clothing and accessories ^{※1} | 25,161 | 29,686 | +18.0% | 4,524 |
| Furniture and home appliances ^{※1} | 3,125 | 3,618 | +15.8% | 493 |
| Luxury ^{※4} | 3,250 | 2,390 | -26.5% | -859 |
| Others ^{※1} | 5,370 | 6,094 | +13.5% | 723 |
| Media | 11,814 | 12,987 | +9.9% | 1,172 |
| Games ^{※2} | 5,007 | 5,318 | +6.2% | 311 |
| Smartphones and tablets ^{※2.3} | 4,398 | 5,323 | +21.0% | 924 |
| Others ^{※2} | 2,408 | 2,345 | -2.6% | -62 |
| Brand new ^{※2} | 7,591 | 8,134 | +7.1% | 542 |
| Others | 19,573 | 18,876 | -3.6% | -696 |
| Digital content ^{※5} | 7,077 | 7,275 | +2.8% | 197 |
| Rental ^{※2} | 10,446 | 9,450 | -9.5% | -996 |
| Others | 2,049 | 2,151 | +5.0% | 101 |
| Total | 75,886 | 81,787 | +7.8% | 5,900 |

Sales of clothing and accessories, which are the core products of 2nd STREET both in Japan and overseas, remained strong, leading to increased profits.

Profits fell due to the sluggish luxury market

New store openings and channel expansion have led to a significant increase in profits, offsetting the decline in rental profits

SG&A for the first six months ended September 30, 2024

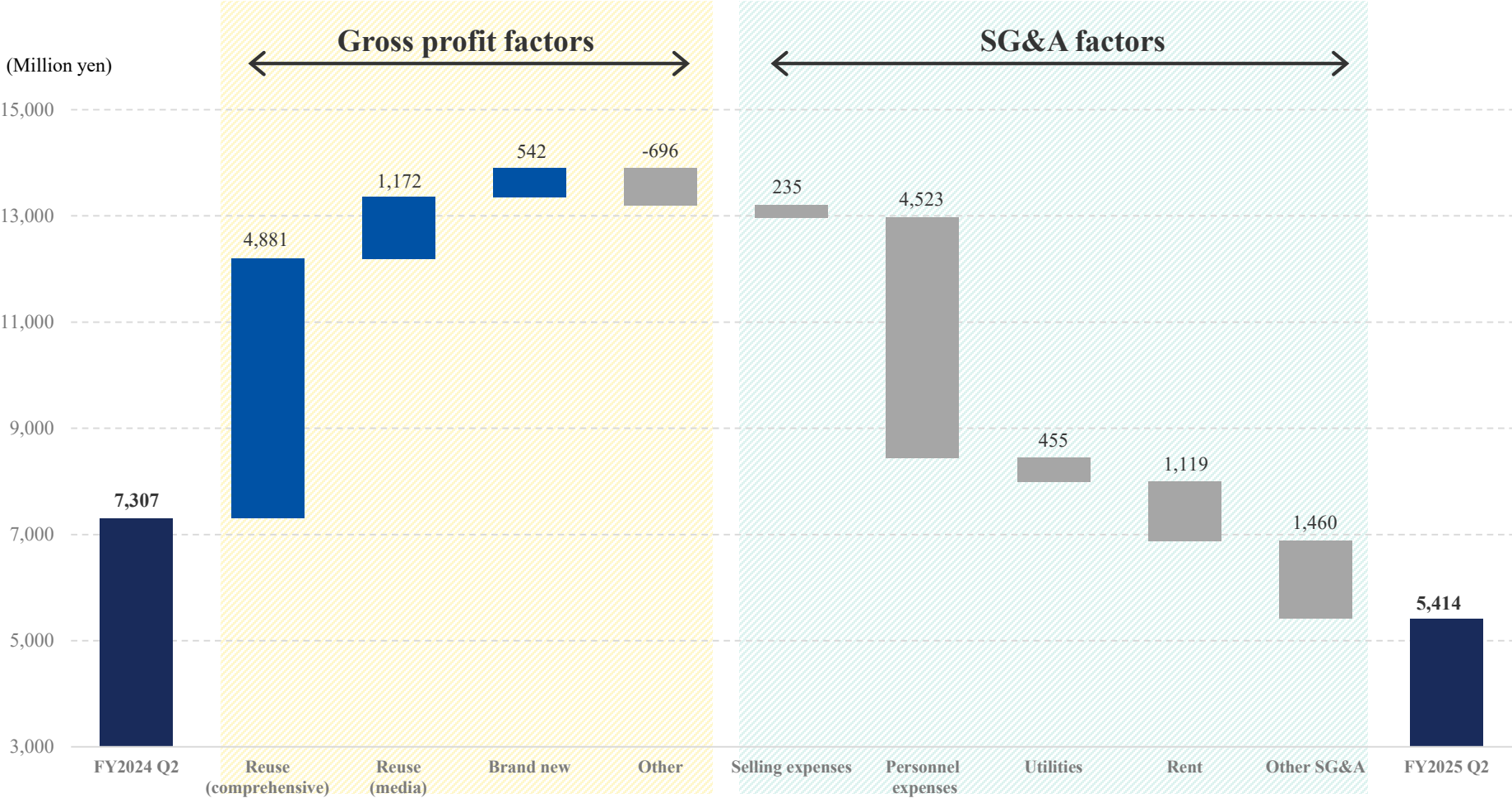
Total SG&A expenses rose 11.4% YoY due to increases in sales commissions, the number of employees through recruitment, base salary, rent and depreciation costs and utility costs from new store openings.

| (Million yen) | FY2024 Q2 Results | Ratio to net sales | FY2025 Q2 Results | Ratio to net sales | YoY Change | Increase/decrease |
|-------------------------------|-------------------|--------------------|-------------------|--------------------|------------|-------------------|
| Selling expenses | 9,816 | 4.5% | 10,052 | 5.0% | +2.4% | 235 |
| Advertising | 4,462 | 2.1% | 4,184 | 2.1% | -6.2% | -278 |
| Sales commissions | 3,204 | 1.5% | 3,893 | 1.9% | +21.5% | 689 |
| Shipping expenses | 1,180 | 0.5% | 1,325 | 0.7% | +12.3% | 145 |
| Personnel expenses | 31,366 | 14.5% | 35,890 | 18.0% | +14.4% | 4,523 |
| Other expenses | 27,396 | 12.7% | 30,430 | 15.2% | +11.1% | 3,034 |
| Utilities | 2,338 | 1.1% | 2,794 | 1.4% | +19.5% | 455 |
| Rent | 13,729 | 6.4% | 14,849 | 7.4% | +8.2% | 1,119 |
| Depreciation and amortization | 2,318 | 1.1% | 2,674 | 1.3% | +15.4% | 356 |
| Consumables | 1,328 | 0.6% | 1,596 | 0.8% | +20.1% | 267 |
| Maintenance | 368 | 0.2% | 402 | 0.2% | +9.3% | 34 |
| Total SG&A | 68,579 | 31.8% | 76,372 | 38.2% | +11.4% | 7,792 |

* Regarding increases and decreases in SG&A, minus figures represent factors positively impacting our operating profit.

YoY change in operating profit for six months ended September 30, 2024

2nd STREET's reuse clothing and accessories and GEO mobile's reuse smartphones and tablets led the overall sales, compensating for the decline in sales of new products and rental products, and thanks to a change in the sales composition, the gross profit margin increased by 5.7 points. However, due to an increase in SG&A expenses, such as personnel expenses, operating profit decreased by 25.9% YoY to 5.4 billion yen.



※ For SG&A factors, minus figures negatively impact to profit.



Consolidated balance sheets for the first six months ended September 30, 2024

| (Million yen) | As of Mar. 31, 2024 | Composition | As of Sep. 30, 2024 | Composition | Increase/ decrease |
|---|---------------------|--------------|---------------------|--------------|-----------------------|
| Current assets | 154,308 | 66.8% | 168,011 | 67.2% | 13,702 |
| Cash and deposits | 54,977 | | 68,276 | | 13,298 |
| Accounts receivable trade | 15,226 | | 13,718 | | -1,508 |
| Merchandise | 70,970 | | 72,671 | | 1,701 |
| Non-current assets | 76,817 | 33.2% | 81,897 | 32.8% | 5,079 |
| Property, plant and equipment | 46,840 | | 51,280 | | 4,439 |
| Intangible assets | 4,341 | | 4,760 | | 418 |
| Investments and other assets | 25,635 | | 25,857 | | 221 |
| Total assets | 231,125 | - | 249,908 | - | 18,782 |
| Current liabilities | 47,487 | 20.5% | 45,421 | 18.2% | -2,066 |
| Accounts payable trade | 14,692 | | 13,567 | | -1,125 |
| Current portion of long-term borrowings | 8,737 | | 9,612 | | 875 |
| Non-current liabilities | 96,287 | 41.7% | 114,840 | 46.0% | 18,553 |
| Bonds | 6,600 | | 12,100 | | 5,500 |
| Long-term borrowings | 64,325 | | 75,325 | | 11,000 |
| Total liabilities | 143,775 | 62.2% | 160,261 | 64.1% | 16,486 |
| Total net assets | 87,349 | 37.8% | 89,646 | 35.9% | 2,296 |
| Total liabilities and net assets | 231,125 | - | 249,908 | - | 18,782 |

Increased due to overseas business and inventory acquisition of clothing, accessories and luxury goods, although smartphone inventory ran down.

Purchases decreased as there were fewer hit titles than previous years, which is a characteristic of the game business.

5.5 billion yen raised from second unsecured bond issuance and 16 billion yen from financial institution partners

Consolidated cash flow statement for fiscal year to March 31, 2025

| (Million yen) | As of Sept. 30, 2023 | As of Sept. 30, 2024 | Increase/ decrease |
|--|-------------------------|-------------------------|-----------------------|
| Half-year net profit before adjustment for tax | 8,546 | 5,169 | -3,376 |
| Depreciation | 2,587 | 2,971 | 383 |
| Change in accounts receivable-trade (- indicates increase) | -1,045 | 1,439 | 2,484 |
| Change in inventory (- indicates increase) | -2,285 | -1,810 | 474 |
| Change in accounts payable (- indicates decrease) | -1,847 | -840 | 1,007 |
| Operating cash flow sub-total | 5,030 | 7,921 | 2,890 |
| Of which, amount paid for corporate tax, etc. | -2,488 | -2,927 | -439 |
| Operating cash flow | 2,453 | 4,796 | 2,343 |
| Acquisition of tangible fixed assets | -3,177 | -4,926 | -1,749 |
| Investment cash flow | -5,524 | -5,803 | -278 |
| Net change in short-term borrowings (- indicates decrease) | -6,000 | -1,500 | 4,500 |
| Proceeds from long-term borrowings | 13,200 | 16,000 | 2,800 |
| Expenditures for repayment of long-term borrowings | -3,477 | -4,124 | -647 |
| Proceeds from issue of corp. bonds | - | 5,472 | 5,472 |
| Dividends paid | -473 | -676 | -202 |
| Financing cash flow | 3,160 | 14,787 | 11,626 |
| Change in cash and equivalents (- indicates decrease) | 354 | 13,624 | 13,270 |
| Cash and equivalents at end of period | 46,919 | 72,181 | 25,261 |






Due to changes in business structure, credit transactions decreased, and cash purchases of reuse merchandise increased

Construction in progress increased due to new store openings in Japan and overseas

Raised 5.5 billion yen through a second unsecured bond issue and 16 billion yen from financial institutions

Status of the number of GEO Group stores

Total number of stores for the Group as of September 30, 2024: 2,130

| | GEO※1 | 2nd STREET※2 | | | | | OKURA TOKYO | Luck Rack | Others | Total |
|--|--|---|-----------|-----------|-----------|----------|-------------|--|--|--------------|
| |  HYPER MEDIA SHOP  mobile |  | Japan | US | Taiwan | Malaysia | Thailand |  OKURA TOKYO |  Luck Rack | |
| Directly-managed stores | 970 | 798 | 39 | 32 | 21 | 2 | 22 | 21 | 75 | 1,980 |
| (Opened during this fiscal year) | 16 | 21 | 4 | 4 | 4 | 1 | 1 | 3 | 10 | 64 |
| (Closed during this fiscal year) | - 23 | - 7 | 0 | 0 | 0 | 0 | -1 | 0 | 0 | -31 |
| Franchise stores and distributors | 95 | 55 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 150 |
| Total | 1,065 | 853 | 39 | 32 | 21 | 2 | 22 | 21 | 75 | 2,130 |
| End FY2024 | 1,084 | 838 | 35 | 28 | 17 | 1 | 22 | 18 | 65 | 2,108 |
| End FY2023 | 1,089 | 803 | 23 | 18 | 11 | 0 | 23 | 21 | 35 | 2,023 |

※1 : Directly managed stores include 90 GEO mobile stand alone stores. There are 613 attached GEO mobile stores.

※2 : Includes Super 2nd STREET, 2nd OUTDOOR, JUMBLE STORE and purchasing only stores.

3. Full-year Forecast for Fiscal Year Ending March 31, 2025

Full-year forecast for the fiscal year ending March 31, 2025

■ The forecasts announced in May 2024 remain unchanged






■ In the second quarter, continued demand for reuse merchandise resulted in strong sales of merchandise, particularly at 2nd STREET and GEO mobile, where we are actively opening new stores both in Japan and overseas. The demand for the products handled by our group such as reuse clothing and fashion accessories, smartphones, and game-related products, has a particular seasonality, so sales and profits tend to be weighted to the second half of the year.

| (Million yen) | FY2025 Full-year Forecast | FY2025 Q2 Results | FY2025 Q2 Achievement Rate | (Reference) FY2024 Full-year Results | (Reference) Year-on-year |
|---|------------------------------|----------------------|-------------------------------|--|-----------------------------|
| Net sales | 436,000 | 199,724 | 45.8% | 433,848 | 2,151 |
| Operating profit | 12,000 | 5,414 | 45.1% | 16,814 | -4,814 |
| (Operating Profit Margin) | 2.8% | 2.7% | - | 3.9% | -1.1pt |
| Ordinary profit | 12,000 | 5,201 | 43.3% | 18,749 | -6,749 |
| Net profit attributable to owners of parent | 6,000 | 2,825 | 47.1% | 10,902 | -4,902 |
| Number of directly-managed stores | 2,076 | 1,980 | +33 | 1,947 | +129 |
| ROE | 6.38% | - | - | 13.29% | -6.91pt |
| Net D/E ratio | 0.33x | 0.28x | -0.05 | 0.26x | +0.07 |



※ ROE = profit attributable to owners of parent ÷ FY-end own equity, Net D/E ratio = FY-end net debt (excl. lease) ÷ FY-end net assets

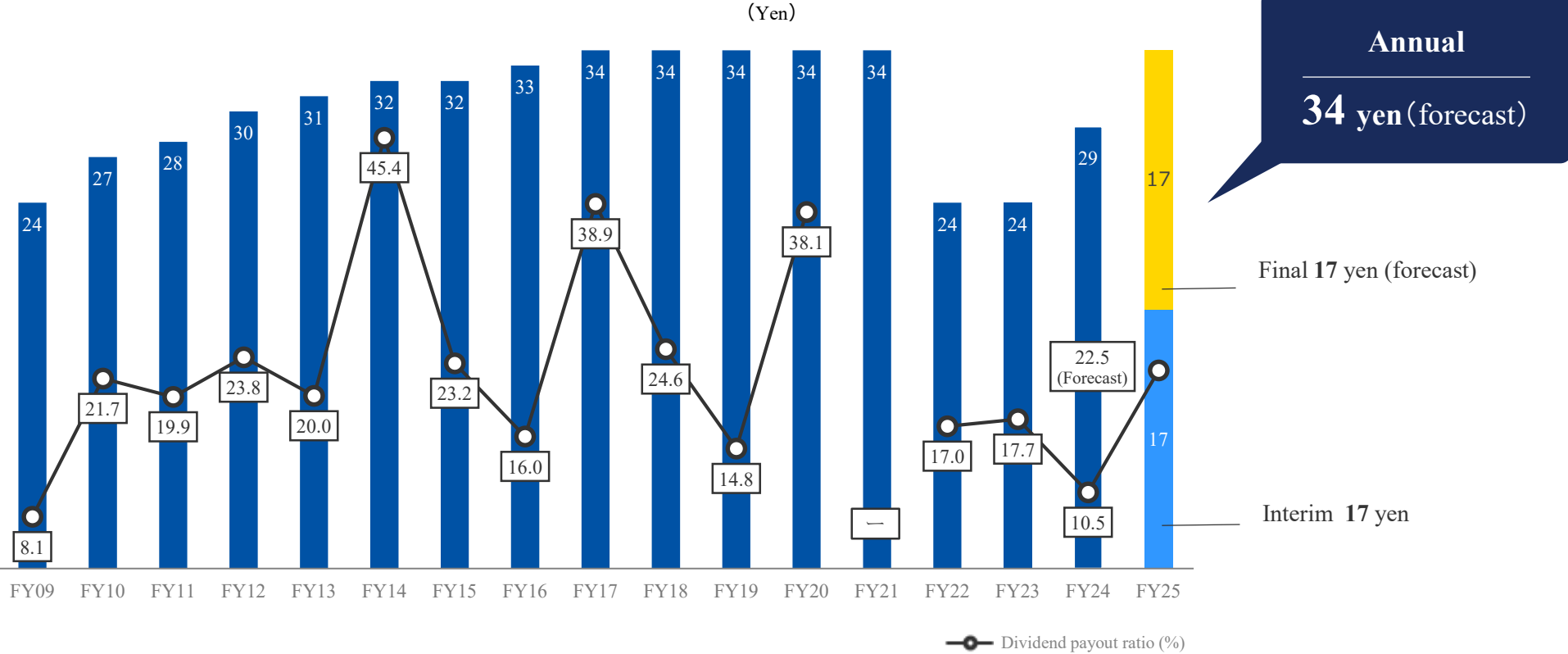
Store opening plan for the fiscal year ending March 31, 2025

| | | Store opening plans | | | |
|--|--------------------|---|---------|---|-------------------|
| | | Number of stores | Summary | | FY2025 Q2 results |
|  | 60 stores in Japan | In addition to general reuse stores, we aim to open urban and purchasing only stores, with a goal of 1,000 stores by FY2029. | | | 21 stores |
| | 34 stores overseas | North America | 15 | In addition to the East Coast, we will expand the number of states we have stores in. | 4 stores |
| | | Taiwan | 10 | We will continue to open stores and expand the area in which we operate. | 4 stores |
| | | Malaysia | 6 | We will open stores mainly in Kuala Lumpur and the surrounding area. | 4 stores |
| | | Thailand | 3 | We will open stores mainly in the Bangkok metropolitan area. | 1 store |
|   | 50 stores | Of these, 45 are GEO mobile stand-alone stores. In addition to opening new stores, we will also pursue attached stores. We also plan to open new format GEO stores. | | | 16 stores |
|  | 3 stores | Aside from entertainment districts, we also plan to open purchasing only stores. | | | 1 store |
|  | 6 stores | In addition to stores in commercial buildings in front of train stations, we also plan to open suburban roadside stores. | | | 3 stores |

Dividends

- We recognize that return of profits to shareholders is one of our top management priorities. We have a basic policy to pay stable dividends, while securing a stable management foundation and improving profitability.
- As a result of the comprehensive consideration of profit levels, financial position, and other factors, as announced on May 10, 2024 for FY2025 we paid an interim dividend per share of 17.00 yen, and plan a final dividend per share of 17.00 yen, for an annual dividend per share of 34.00 yen. We will continue our efforts to ensure financial soundness, while improving capital efficiency and maintaining stable dividends.

Changes in dividends per share as adjusted to reflect stock split



4. Growth-oriented initiatives

Matrix of growth-oriented initiatives for investing management resources in a focused manner

| Initiatives for investing management resources in a focused manner | | | |
|--|----------------------------|--|-------------------------|
| | Opening stores proactively | Attracting more foot traffic through line-up enhancement | Expansion of operations |
| 2nd STREET (Japan) Growth domain | ● | | |
| 2nd STREET (Overseas) Development domain | ● | | |
| OKURA TOKYO Development domain | | | ● |
| Luck Rack Development domain | ● | | |
| GEO/GEO mobile Maturing domain | ● | ● | |
| Digital contents business Development domain | | | ● |

* The initiatives for investing management resources in a focused manner are highlighted.

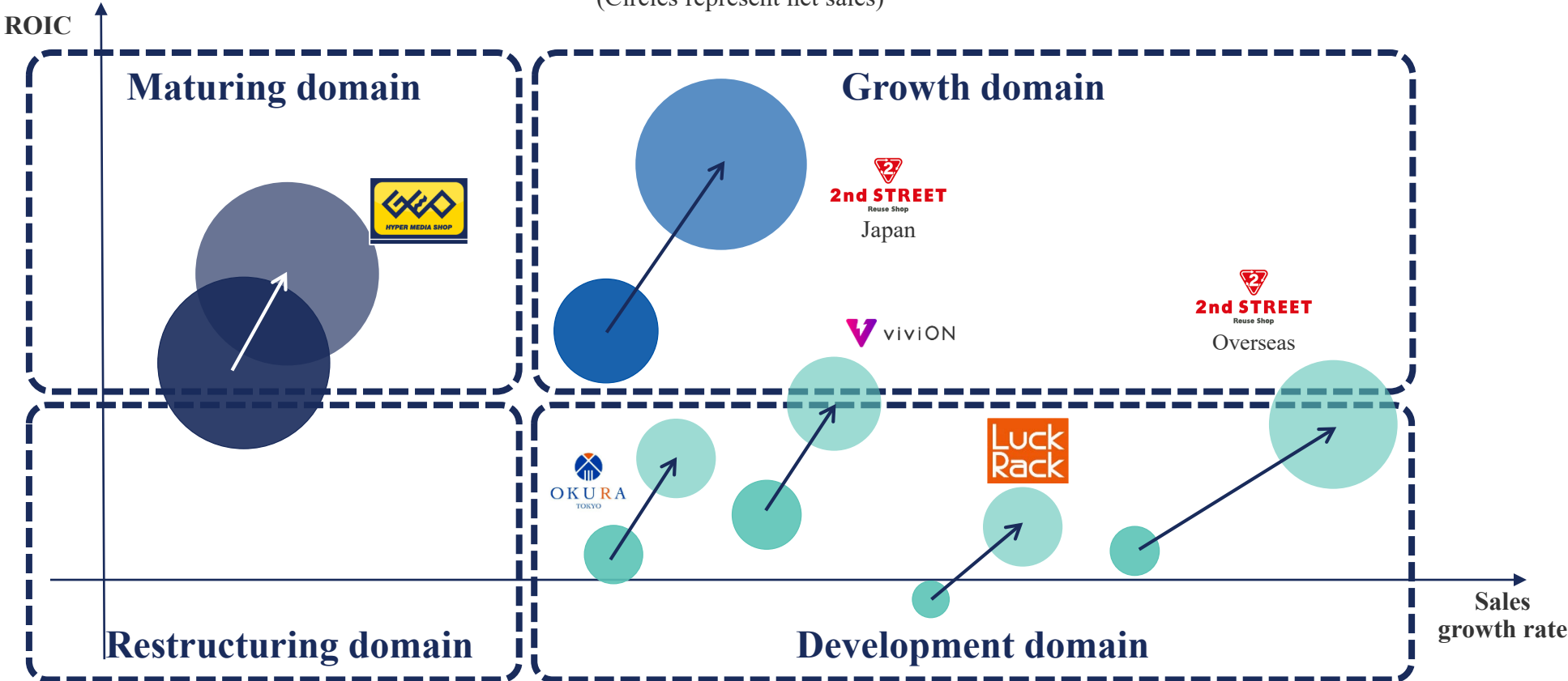


Future outlook and business growth by segment

- Currently the GEO Group has annual sales of less than 500 billion yen, but we want to double the size of our sales by around 2035. We believe that the reuse business will be the single most important business, and we will continue to take on the challenge of further developing the reuse industry with the aim of enriching the everyday lives of customers around the world.
- We will seek to increase revenue in existing industries with our multi-store platform for offline and online businesses. Also, monetization is ongoing in new trade areas and new businesses. A platform has been established in the online digital content business and its monetization is in sight.

Growth image of our businesses over the next few years

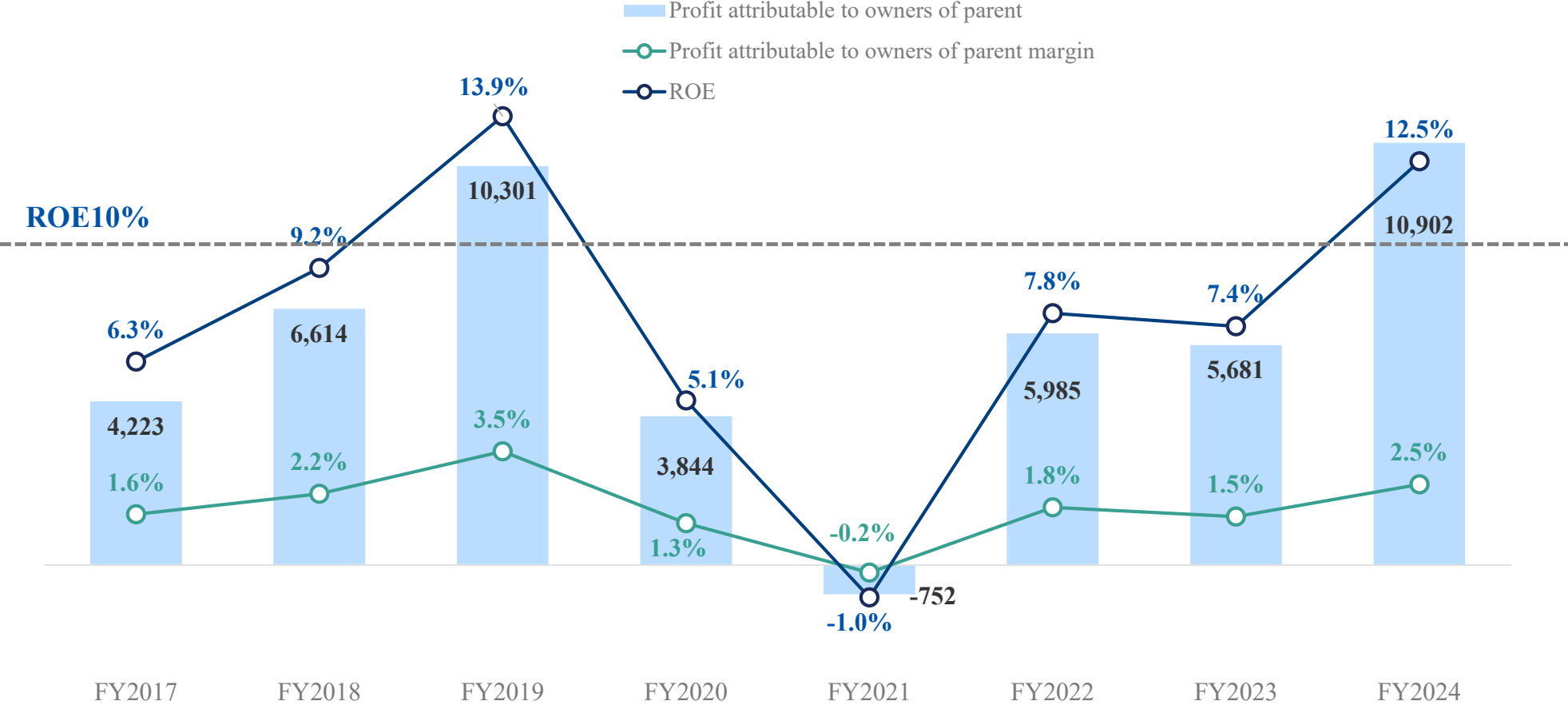
(Circles represent net sales)



※ viviON data consider the impact of revenue recognition standards.

ROE target

The ROE 10% level can be achieved by refraining from active investment, but ROE 8% or greater remains our target for the time being.

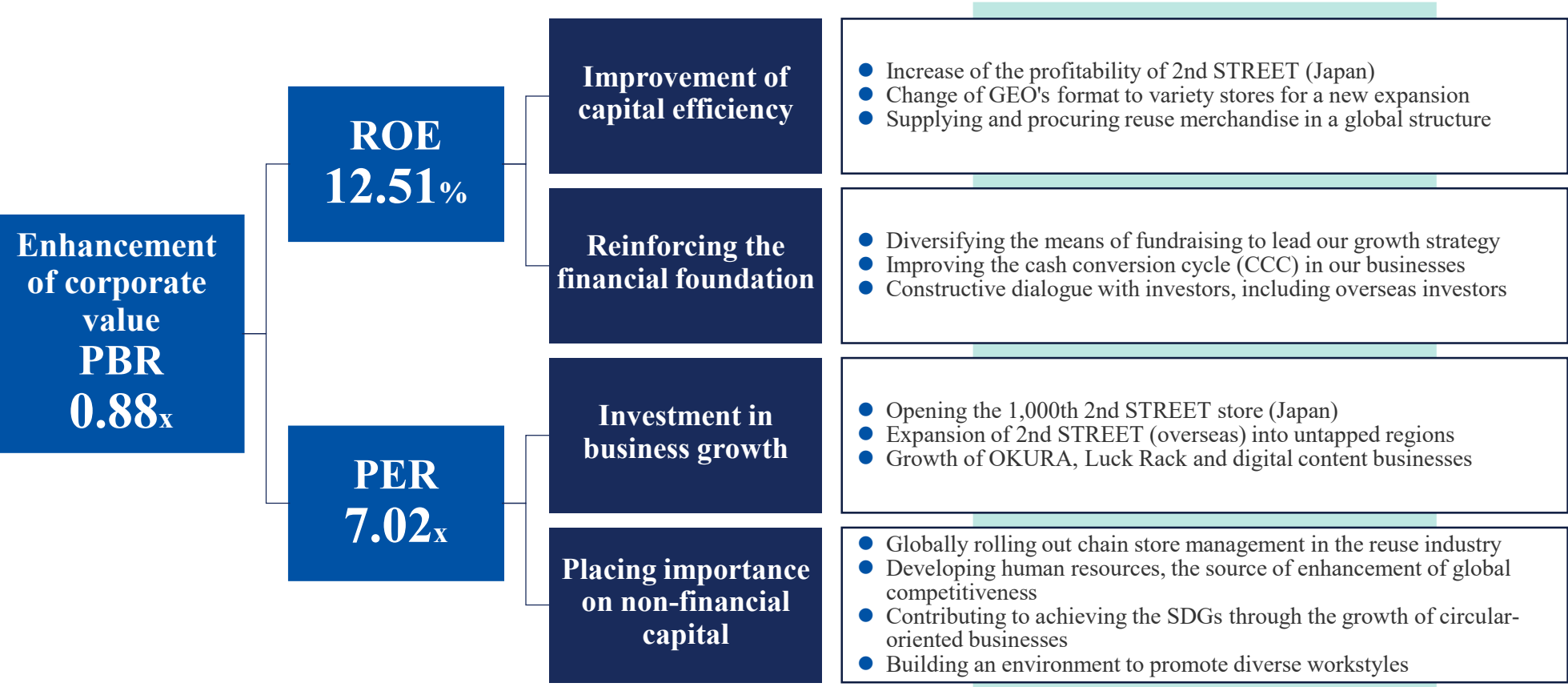


※ROE = Profit attributable to owners of parent ÷ FY-end own equity



Towards improving corporate value

As we work to become an outstanding company without peer in the world's reuse industry, we will continue to improve capital efficiency, reinforcing our financial foundation, investing in business growth and placing importance on non-financial capital and sustainably to achieve a PBR greater than 1.0x and enhance our corporate value.



Be the outstandingly No. 1 player in the world's reuse industry

* PBR, ROE and PER shown above are as of March 2024.
 PBR = FY-end market cap ÷ FY-end net assets, ROE = profit attributable to owners of parent ÷ FY-end own equity, PER = FY-end market cap ÷ profit attributable to owners of parent



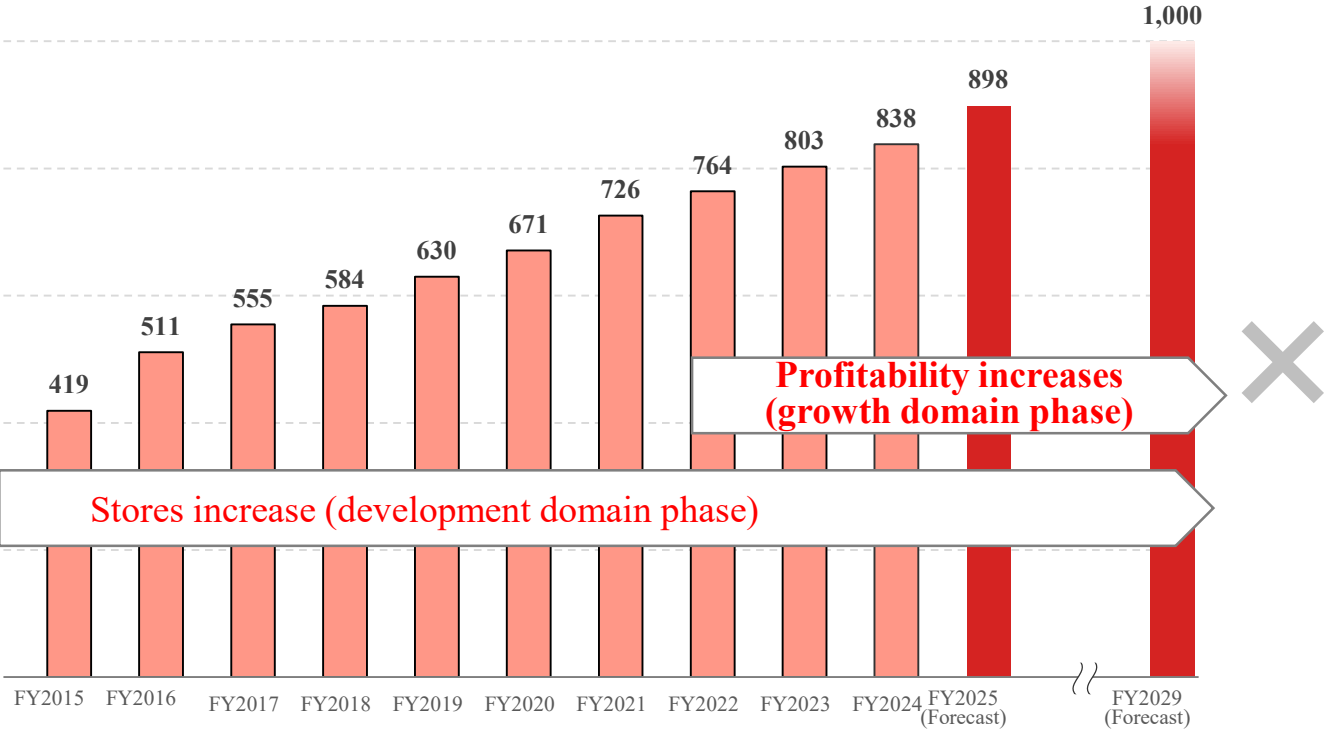


2nd STREET Japan store numbers and medium term target

- To become the overwhelmingly No. 1 player in the reuse market, we believe there is adequate potential for new 2nd STREET store openings, and our next target is 1,000 stores by FY2029.
- At 2nd STREET stores in Japan we continue our efforts to improve profitability by (1) standardizing the appraisal system to increase operational capabilities, (2) flexibly changing sales floors and making purchases in accordance with inventory status and (3) properly controlling personnel expenses, among other efforts.

Change in the number of stores in Japan

(Stores)



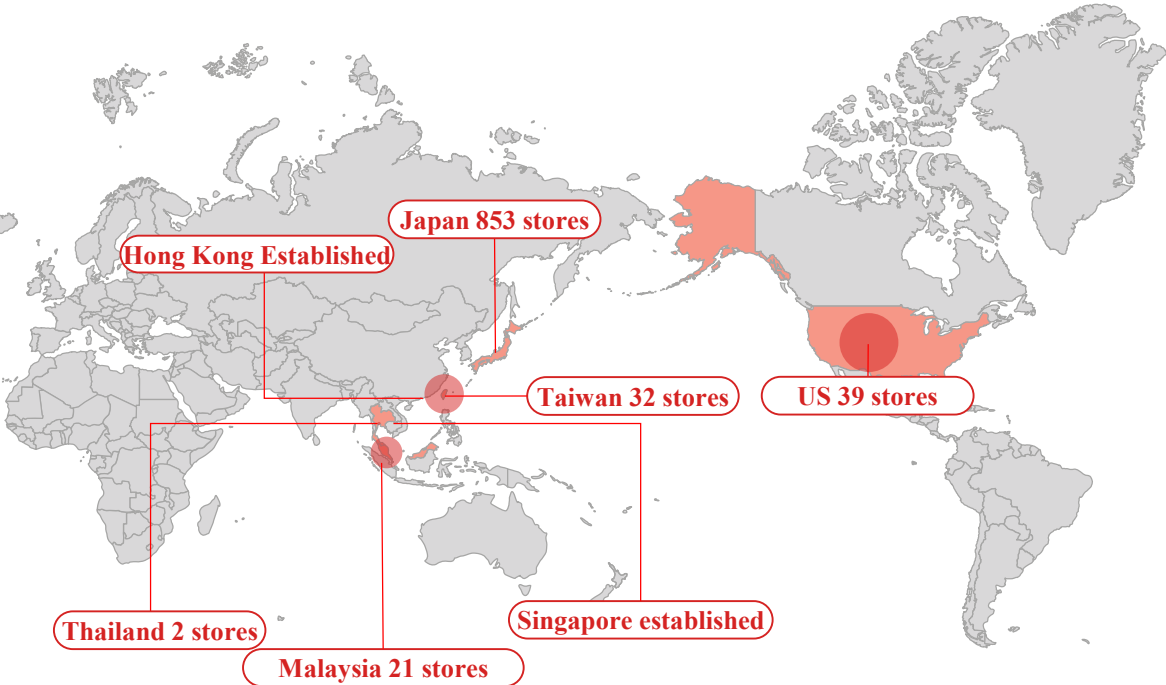
Initiatives to improve stores' profitability

- Increasing their operational capabilities through the standardization and simplification of store operations
- Flexibly changing sales floors and focused on buying from customers in accordance with inventory status
- Analyzing store person-hours and properly controlling personnel expenses



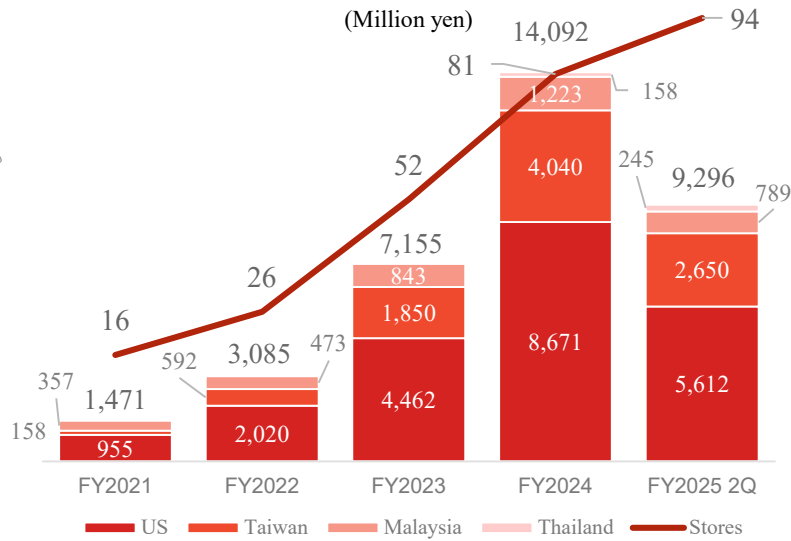
2nd STREET overseas expansion

- With the milestone of 100 overseas stores achieved, we will aim for 100 stores in the US by March 2028, 100 in Taiwan by March 2030, and 50 in Thailand over 10 years. We continue to explore regions with potential for local sourcing for local consumption.
- As another step towards global expansion, we established subsidiaries in Singapore and Hong Kong. The new Singapore and Hong Kong stores will utilise our core system, produced in-house since our establishment, to accelerate future global expansion.
- We will work to realise an increase in our share of the global reuse market and take on the challenge of becoming the overwhelmingly world No. 1 in the reuse industry.



Areas with existing stores ※ As of September 2024

2nd STREET overseas sales



| No. of stores | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 2Q |
|---------------|--------|--------|--------|--------|----------------|
| US | 9 | 10 | 23 | 35 | 39 |
| Taiwan | 2 | 8 | 18 | 28 | 32 |
| Malaysia | 5 | 8 | 11 | 17 | 21 |
| Thailand | - | - | - | 1 | 2 |
| Singapore | - | - | - | - | Under planning |
| Hong Kong | - | - | - | - | Under planning |
| Japan | 726 | 764 | 803 | 838 | 853 |





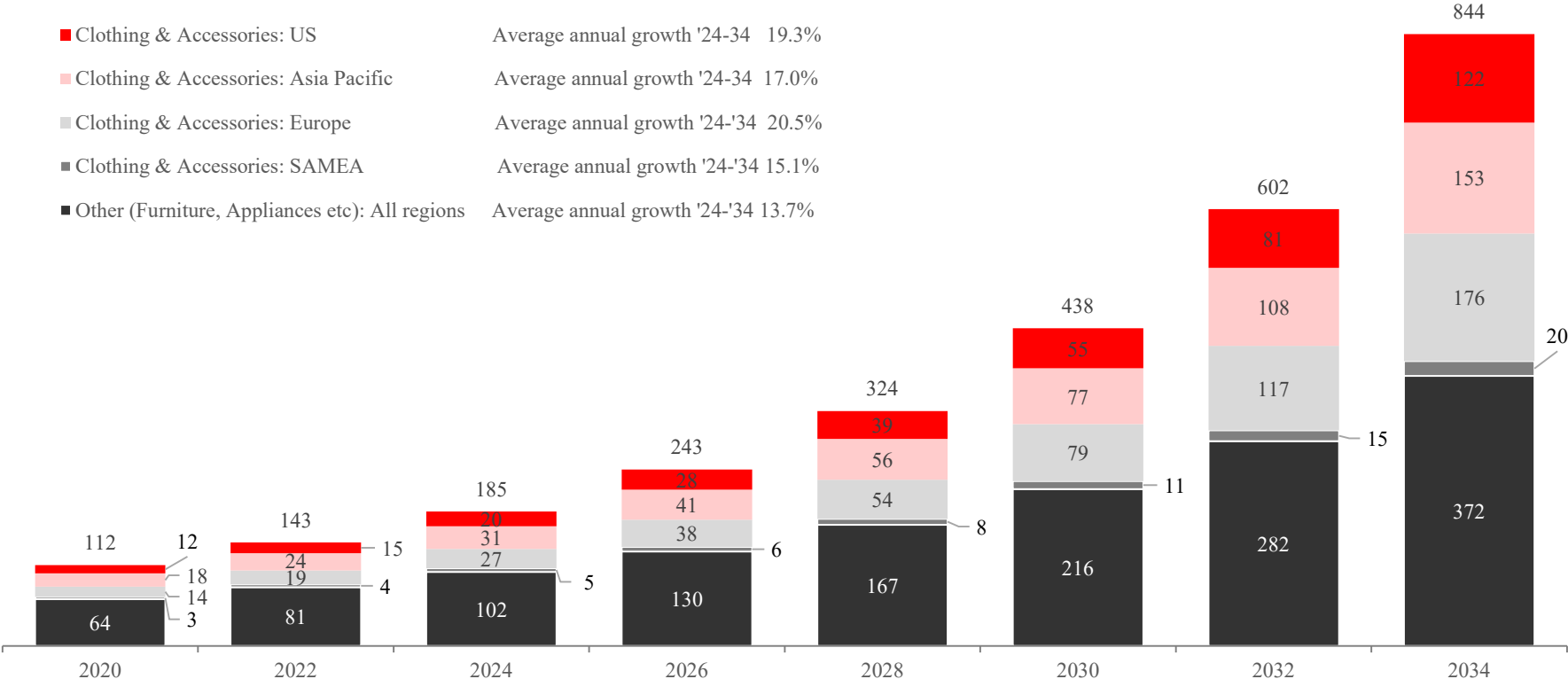
Business strategy for the global reuse market, which has great potential

- With a background of growing support from various generations, the global reuse market is expected to expand from \$143 billion in 2022 to more than \$840 billion in 2034.
- Reuse clothing and accessories, which are our group's main products, make up a large proportion of the reuse market, and in light of the expansion of the market for reuse clothing and accessories, especially in North America, the Asia-Pacific region, and Europe, we are currently managing multiple stores on a trial basis.

Growth of the global reuse market

(billion dollars)

- Clothing & Accessories: US Average annual growth '24-'34 19.3%
- Clothing & Accessories: Asia Pacific Average annual growth '24-'34 17.0%
- Clothing & Accessories: Europe Average annual growth '24-'34 20.5%
- Clothing & Accessories: SAMEA Average annual growth '24-'34 15.1%
- Other (Furniture, Appliances etc): All regions Average annual growth '24-'34 13.7%



※Source of "Growth of the global reuse market": "Second-hand Products Market" by Transparency Market Research



Operating stores in the United States and our strengths

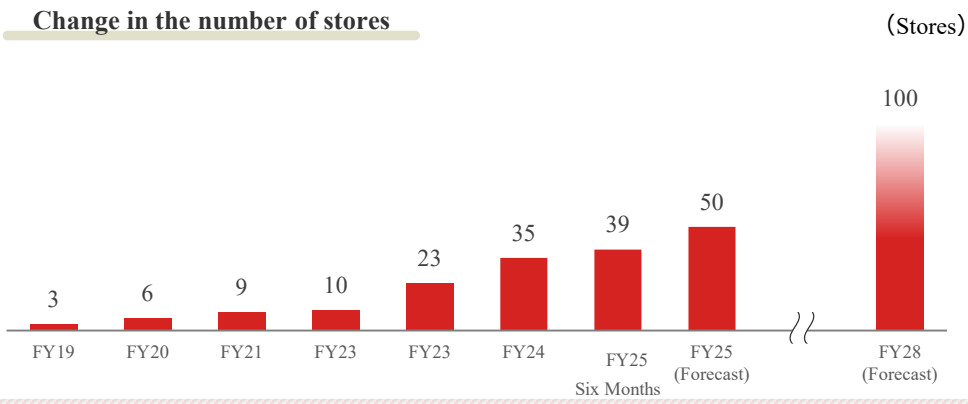
- Our expansion into the US started on the West Coast. The performance of our US stores and the training of local employees have progressed favorably. We will continue actively opening more stores mainly in densely populated cities, with a target of opening 100 2nd STREET stores by the end of FY2028, which will be the stepping stone to our further US expansion.
- Our US stores also have advantages such as (1) offering reuse merchandise shipped from Japan and products that are hard to get in the United States while basing their business on locally purchased products, (2) the ability to quickly adapt to trends and weather conditions and (3) Japanese-style hospitality.

Illinois: Andersonville store (opened August 2024)



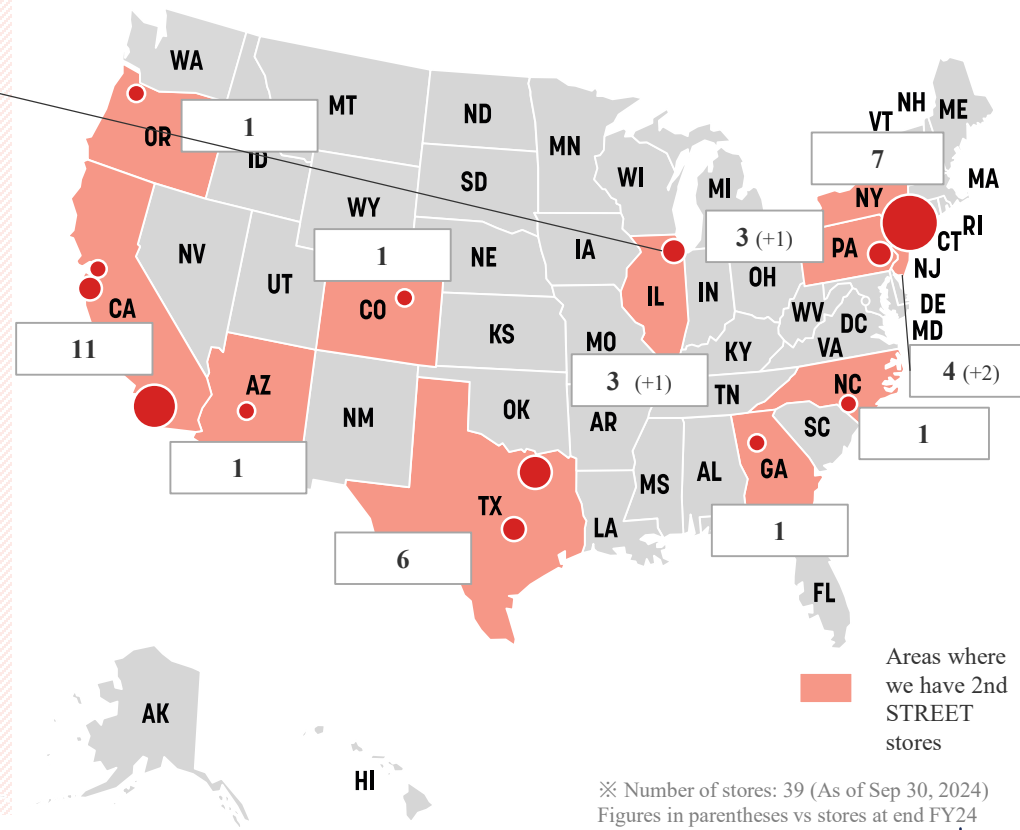
Our third store in Illinois. The store is located on Clark Street, close to the Lincoln Park and Wicker Park stores, also located in Chicago. This street is lined with modern brick buildings and is bustling with popular vintage and reuse shops, restaurants, and other establishments. The store sells reuse goods, mainly clothing and accessories, and aims to be a store that is supported by the local community.

Change in the number of stores



2nd STREET store locations in the USA

※ The figure in the map below is the number of 2nd STREET stores in that area.



※ Number of stores: 39 (As of Sep 30, 2024)
 Figures in parentheses vs stores at end FY24



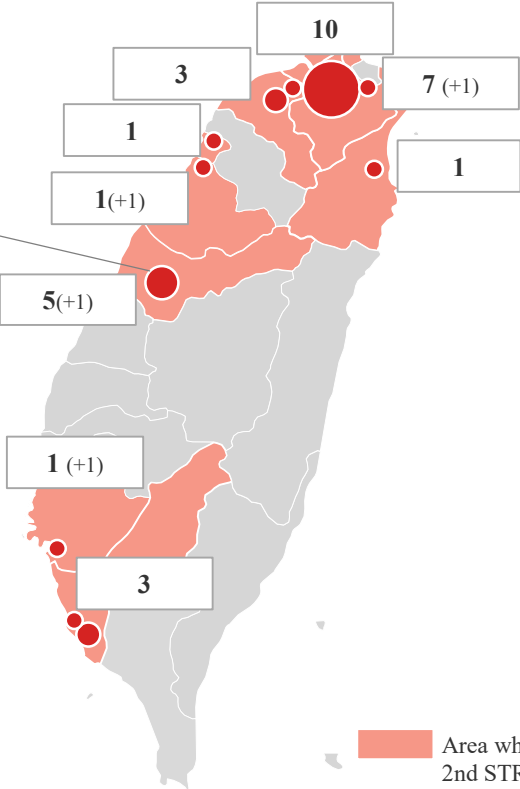


Store opening strategy in Taiwan where the reuse market is developing

- As the reuse market in Taiwan is still developing, we will aggressively open stores in Taiwan in an effort to establish our firm position there.
- Our stores in Taiwan have the advantage of continuously displaying merchandise from Japan in addition to locally bought merchandise, and we will solidify our position in the Taiwanese market while strengthening the development of human resources and cost management. We have a target of opening 100 2nd STREET stores in Taiwan by the end of FY2030.

2nd STREET store locations in Taiwan

※ The figure in the map below is the number of 2nd STREET stores in that area.

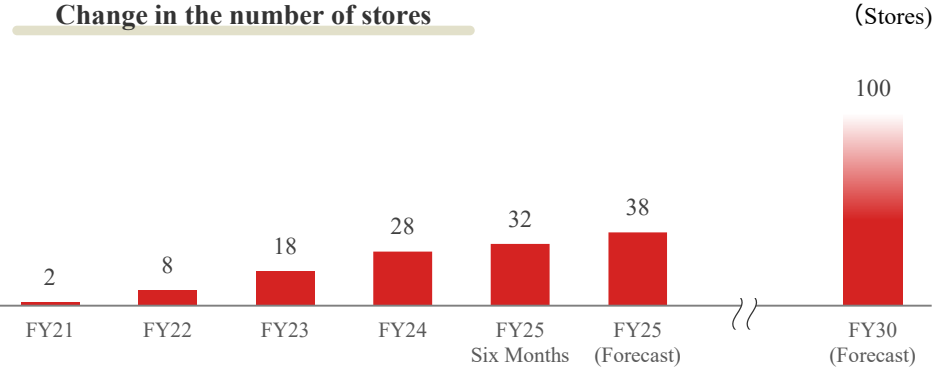


Taichung: Eslite Spectrum Taichung 480 Store (opened August 2024)



The Eslite Spectrum Taichung 480 store in Taichung City was opened on the third floor of the Eslite Spectrum Taichung 480 store. We handle carefully selected clothing, bags, shoes, accessories, and other accessories, and we have a lineup of designer brands and internationally popular luxury brand items at high quality and reasonable prices.

Change in the number of stores



※ Number of stores: 32 (As of Sep 30, 2024)
Figures in parentheses vs stores at end FY24



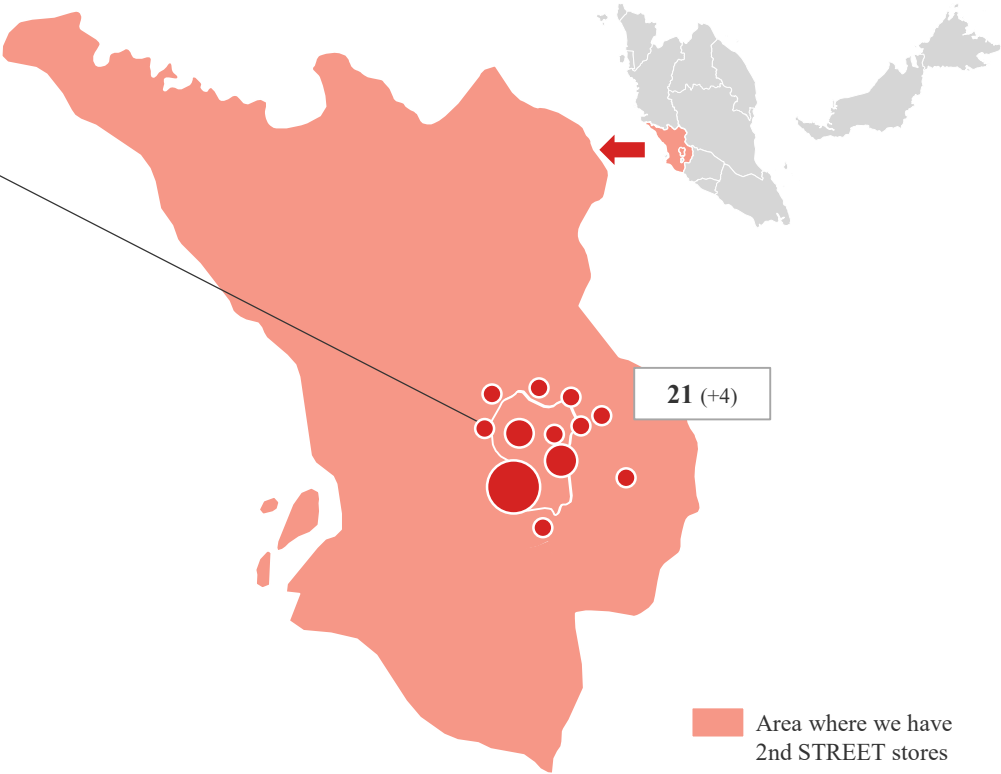


Store opening strategy in Malaysia

- In Malaysia, wholesale and in-store sale of reuse products imported from Japan are concentrated in Kuala Lumpur and the surrounding area.
- We will continue with marketing research and staff increases in Malaysia while stepping up our operations in the country.

2nd STREET store locations in Malaysia

※ The figure in the map below is the number of 2nd STREET stores in that area

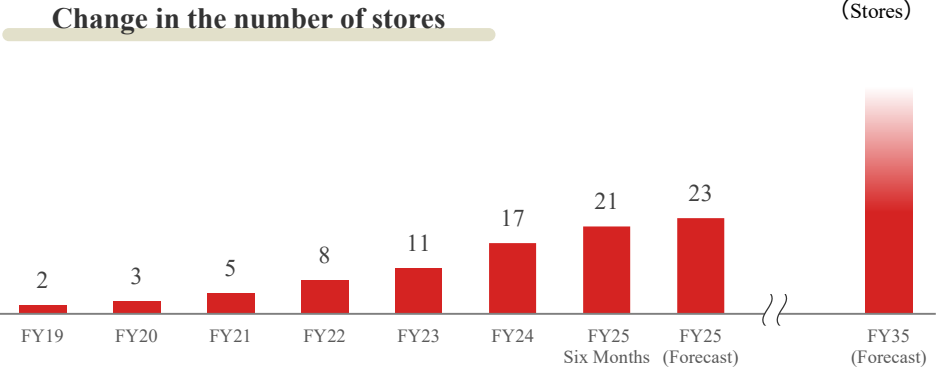


※ Number of stores: 21 (As of Sep 30, 2024)
Figures in parentheses vs stores at end FY24

Serangore: Kota Damansara (opened August 2024)



Our 21st Malaysia store, 2nd STREET Kota Damansara, is a three-storey store with a sales floor area of approximately 450m² located in front of Surian station on MRT Sungai Buloh-Kajang Line in Petaling Jaya. We sort clothing and accessories purchased at 2nd STREET in Japan in our Kuala Lumpur warehouse and redistribute them to wholesale or retail stores, thus steadily expanding our sales network.

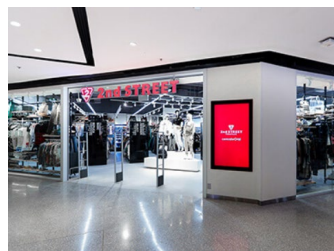


Second store in Thailand opened in August 2024



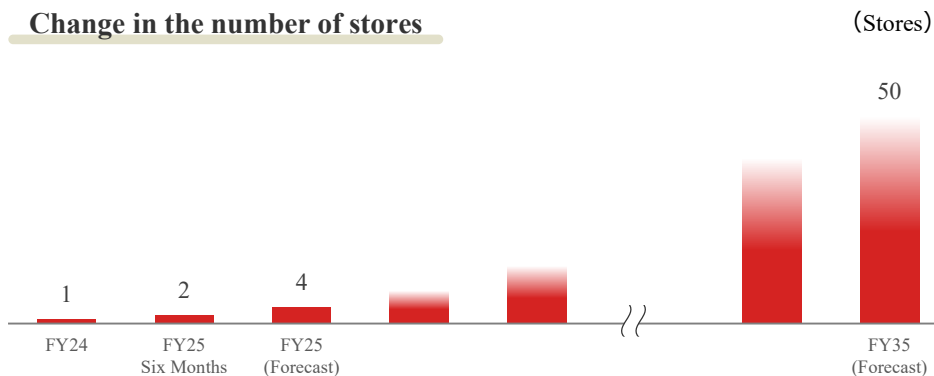
- In Southeast Asia where the reuse market is in its infancy, we will build a model to complete buying and selling domestically and accelerate overseas expansion.
- Urbanization is gaining speed in Thailand. In fact, more than 50% of the country's population lives in urban areas. We have the target of opening 50 stores in ten years mainly in the Bangkok metropolitan area where further population growth is expected.

Bangkok: centralwOrld Store (opened August 2024)



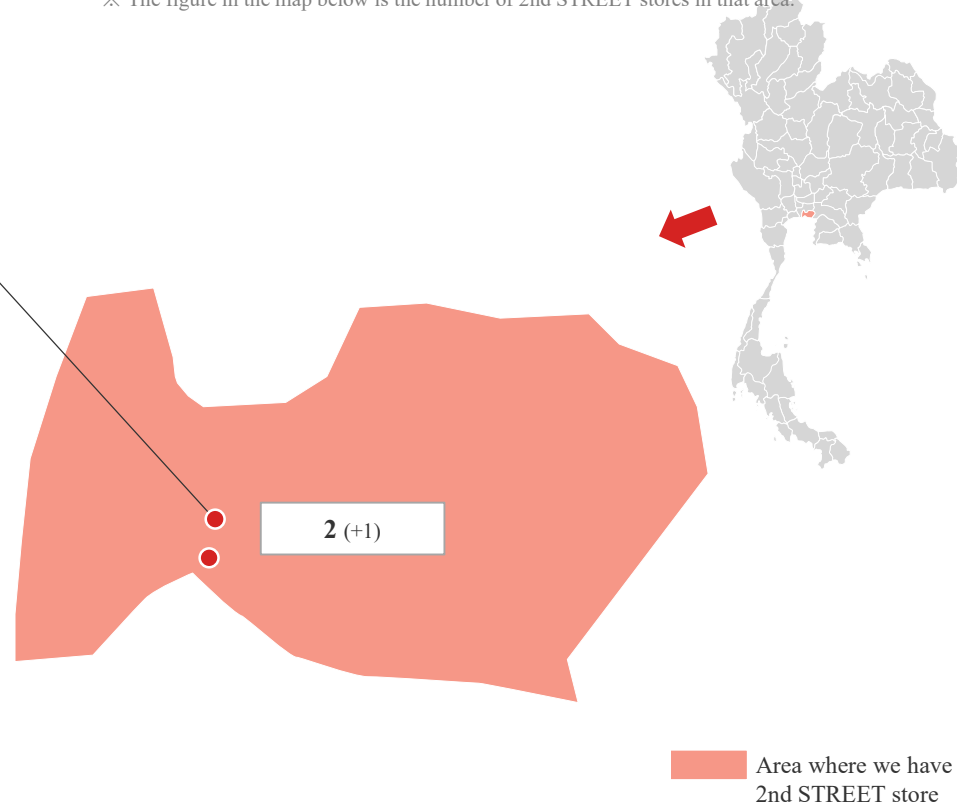
Our new store is located in centralwOrld, one of the largest shopping malls in Thailand, with over 500 shops located in the centre of Bangkok. For the opening of our new store in centralwOrld, the product mix is centred on high-priced products in line with the location characteristics of the central downtown area in Bangkok, with a careful selection of products that will appeal to Thai fashion lovers.

Change in the number of stores



2nd STREET store location in Thailand

※ The figure in the map below is the number of 2nd STREET stores in that area.

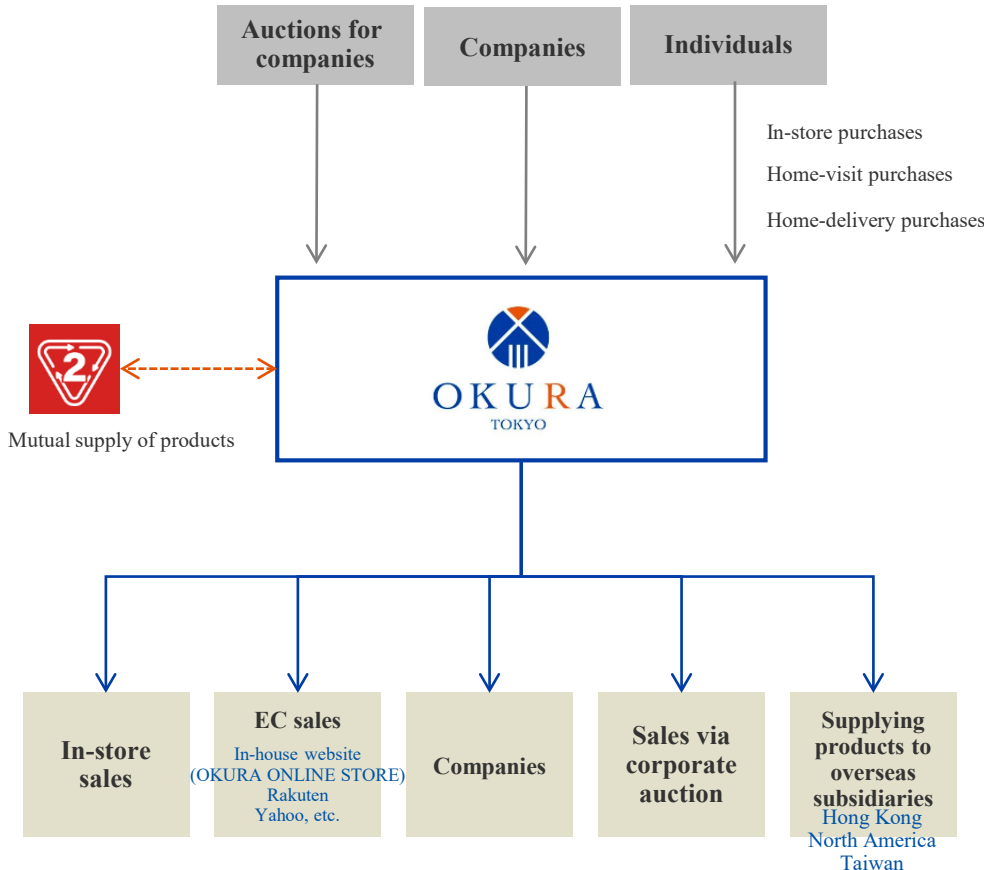


※Number of stores: 2 (As of Sep 30, 2024)
 Figures in parentheses vs stores at end FY24

OKURA plays a core role in luxury merchandise for reuse

- OKURA purchases an extensive range of luxury products from individuals and through auctions for companies and sells these products at its stores, on its e-commerce outlets, at corporate auctions and through our overseas subsidiaries.
- With the establishment of the joint venture "World Watch Auction," we can expect to strengthen our procurement and sales of luxury goods.

Overview of OKURA's business



OKURA utilizes the following core auctions

World Watch Auction becomes an equity-method affiliate

| Characteristics | OKURA holds auctions every month. Auctioned items range broadly from watches, bags and jewelry to kimono and various instruments and equipment. | This is one of Japan's biggest auctions and is now our subsidiary. The auction house has strengths in upmarket watches and its members can bid at any time and from any place using the dedicated website. | Hosts auctions every month. Deals mainly with rare items collected from all over the world. Auction members can bid anytime, anywhere via the website. |
|------------------------------|---|--|--|
| Annual trading volume | Over approx. 13 billion yen | Over approx. 21 billion yen | Established in July. 1st auction held in September |
| Main product lines | Watches, bags, jewelry, kimonos, and miscellaneous equipment | Watches, bags, and jewelry | Watches |

A pioneer of Japanese off-price stores, Luck Rack aggressively takes on challenges

- As a pioneer in Japanese off-price stores, Luck Rack wishes to provide a new store format for customers to value shop without tarnishing manufacturers' brands.
- Including adidas, we stock over 20,000 items from 300 brands, and by actively opening stores mainly in the Kanto and Kansai regions aim to become Japan's leading off-price store company.

Off-price store business model



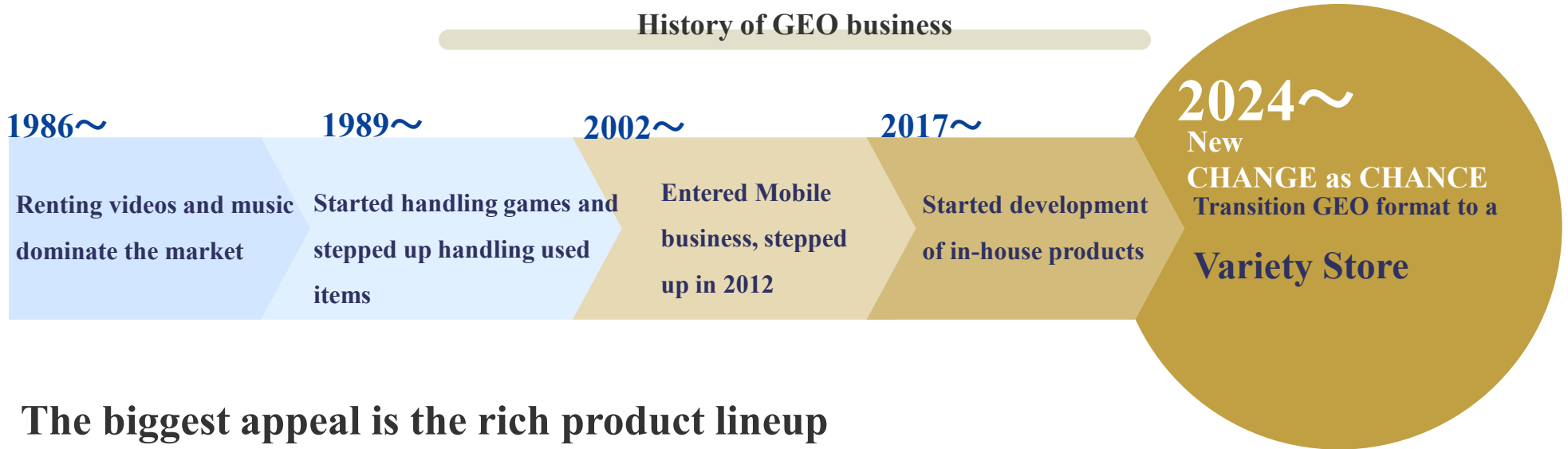
Difference between off-price stores and outlet stores

| | Off-price stores | Outlet stores |
|-------------------------------|--|--------------------------------------|
| Brands to be dealt in | Multiple brands | Single brand |
| Product lineup | Combine many different brands | Outlet-only goods are also available |
| Main form of operation | Operate at shopping centers, etc. | Operate at outlet malls |
| Access | A location where it can be expected that people will visit very frequently | Mainly accessible by car |

CHANGE as CHANCE



- Based on our corporate philosophy of “offering joy to your everyday life,” the GEO Group continues to provide services that help our customers experience the richness and joy that spreads around them in their daily lives
- At the root of this is the slogan “Change as Chance”
- With these words as the DNA of each employee, we will pursue and put into practice “What should we do now to spread richness and joy in the world?”



The biggest appeal is the rich product lineup

- GEO, the media store that we at the GEO Group have operated since our founding, handles movies, music, games, books, mobile phones and operates mainly directly managed stores. By central management of operations and logistics at HQ, which is one of the strength of directly managed stores, we can treat all stores in Japan as one huge store and achieve quick and efficient operations.
- Currently, in addition to rental and media products, we offer a wide lineup of products such as reused smartphones, tablets, earphones, AV home appliances, and household goods, and are undergoing a business format transformation, aiming to become a variety store that provides products that are rooted in everyday life.

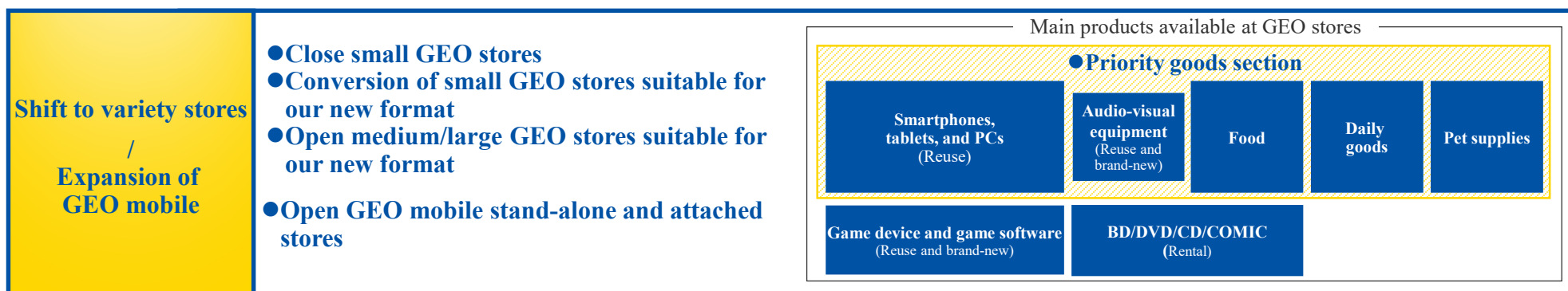


Implementing a plan for priority goods to stimulate customers' motivation to visit the stores.



- GEO will increasingly shift its format to variety stores and will review its existing stores by closing small stores or transforming them into the new business format. We will also resume our expansion by opening medium- and large-scale stores that are compatible with our new business format.
- To stimulate customers' motivation to visit the stores, we will develop priority goods lineups aiming to make customers associate specific products with GEO.
- Meanwhile, we will also open more GEO mobile stores that are differentiated by their specialized services.

Expanding the priority goods section and establishing a new format of GEO






Largest share of the smartphones and tablets for reuse market



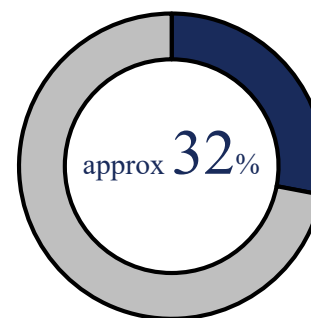
■ Mainly through GEO and GEO mobile, we are aiming to raise our share of the rapidly growing reuse smartphone and tablet market, and target 800* stores by the end of FY2026.

■ GEO and GEO mobile’s advantages include (1) a flexible sales system due to its centralized inventory, (2) completely initialized and cleaned devices, (3) SIM card sales and (4) specialized advisors providing support at GEO mobile.

Advantages of GEO and GEO mobile

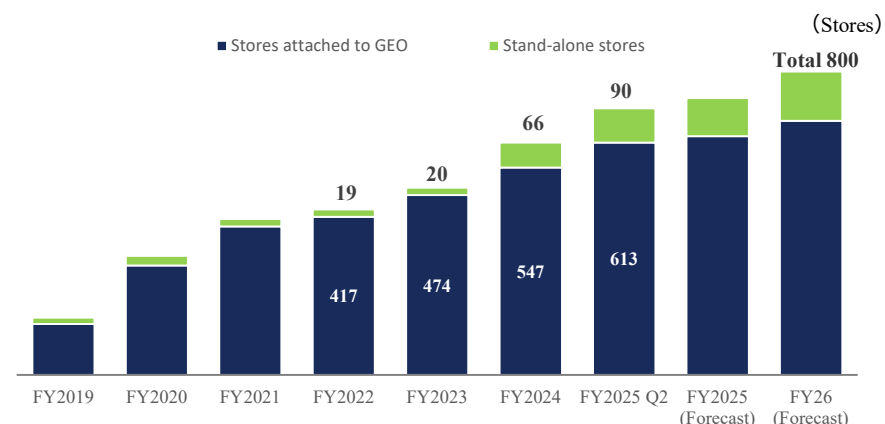
| | |
|------------------|--|
| Stores | <ul style="list-style-type: none"> Centralizing the management of GEO and GEO mobile’s inventory nationwide can ensure that sales activities are properly adjusted for demand. |
| Devices for sale | <ul style="list-style-type: none"> The insides of all devices are cleaned, ensuring safety and reliability. Devices are well cleaned both externally and internally. Devices have a 30-day warranty against defective products.    |
| SIM card | <ul style="list-style-type: none"> UQ and Y!mobile SIM cards are available at GEO and GEO mobile stores around Japan. Twenty GEO and GEO mobile stores have started handling HIS Mobile |
| In-store support | <ul style="list-style-type: none"> In-store support reassures customers. Specifically, GEO mobile provides support by specialized consultants. |

Our share of reuse smartphones and tablets market



Our market share, mainly GEO and GEO mobile

GEO mobile store trends



* Total number of GEO stores, including stand-alone, in facilities and attached stores. Including changes due to the change of store name made in April 2024.

* Source: Our share of the smartphones and tablets for reuse market is estimated by GEO HOLDINGS based on the Secondhand Market Databook 2024. © GEO HOLDINGS CORPORATION

Become the overwhelmingly No. 1 player in the reuse smartphones and tablets market



- By adding GEO mobile stand-alone stores and those attached to GEO group stores, we exceeded a total of 700 stores as of September 2024. In addition to opening stores within large electronics and home appliance retailers, we continue to develop our collaboration with these retailers by providing reuse functions.
- We seek to become the overwhelmingly No. 1 player in the reuse smartphones and tablets market by strengthening online purchasing, sales and contracts and focusing on the expansion of the BtoB business.

Be a dominant, peerless company in the smartphones and tablets for reuse market

Brick-and-mortar stores

GEO mobile
Expand stand-alone stores
and attached stores

Sell merchandise at
electronic and
home appliance stores, etc.



Online

Utilize digital means to
strengthen our interface
with customers
(purchases, sales and contracts)



BtoB

Corporate-brokered
transactions in Japan
Overseas import
and export



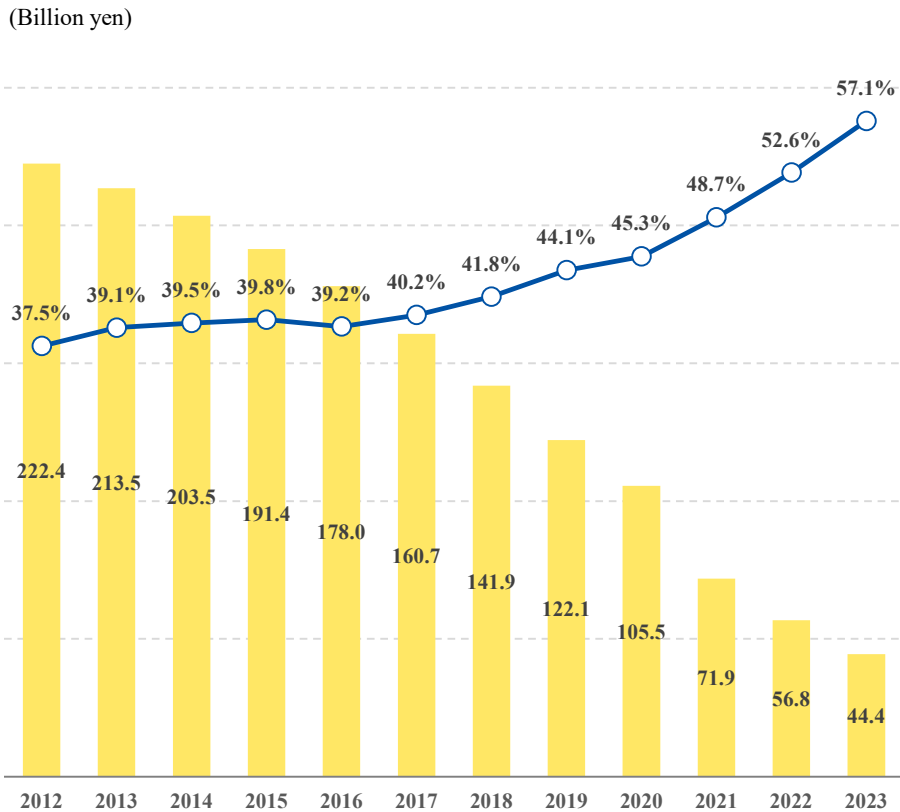
Our rental business streamlines spaces in a rock-solid manner



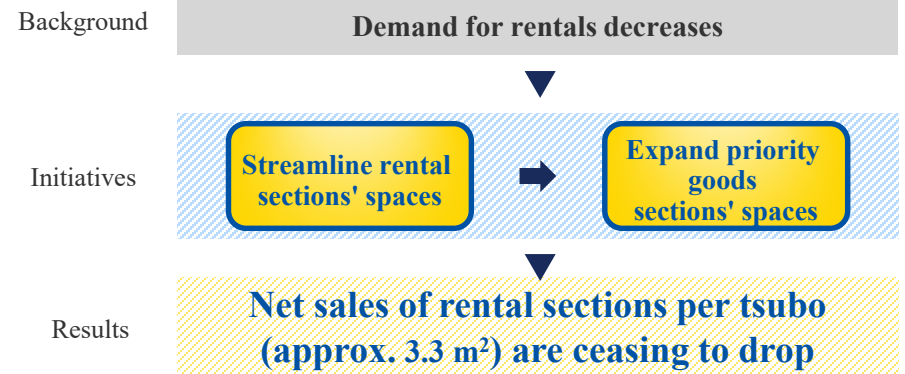
It is unavoidable that we will be impacted by the shrinkage of the music and video rental market in Japan. Nevertheless, we will streamline store spaces and strive to further solidify our position as having the largest share of the music and video rental market in Japan, the business the GEO Group originated from.

As a consequence of working to streamline the rental section spaces in stores, net sales of our rental sections per tsubo (approx. 3.3 m²) are ceasing to drop and the streamlined spaces are being used to sell priority goods.

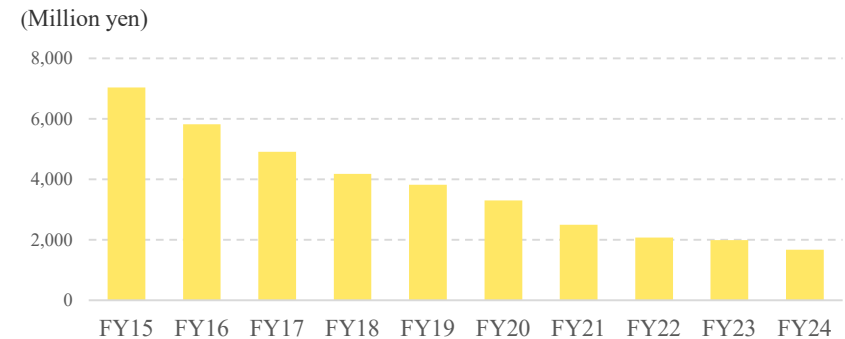
Change in the music and video rental market in Japan and our share of the market*



Efforts to prevent the drop in demand for rental goods and their outcomes



Change in end-of-term balance of assets in the rental business (after depreciation)



*Source: The graph shows an estimates by GEO HOLDINGS based on the Ministry of Economy, Trade and Industry's Specific Service Industry Statistics.

Note 1: Market share is an estimate by GEO HOLDINGS. Note 2: Market size is calculated excluding home delivery rental and comic rental. © GEO HOLDINGS CORPORATION

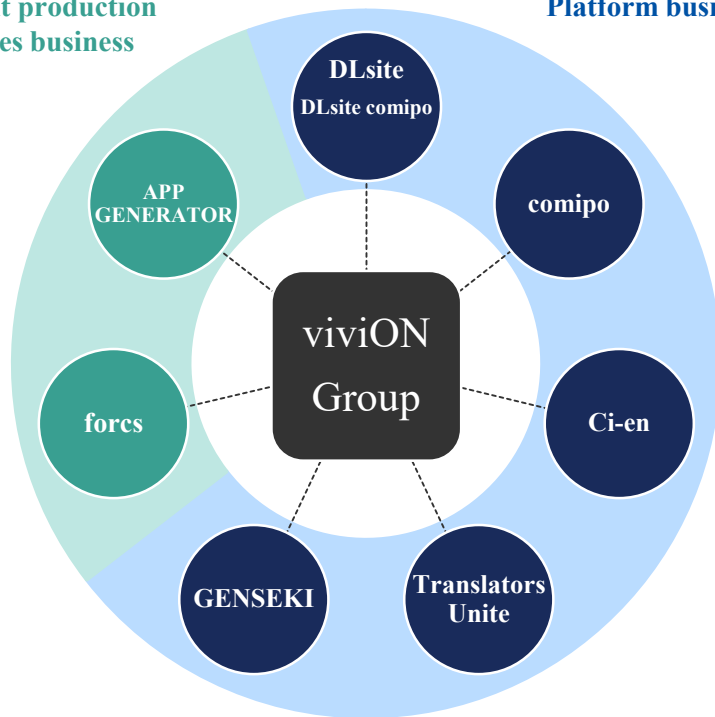
Digital contents business

- viviON operates a digital content platform business and produces and sells content.
- DLsite, a 2-D content website, has one of the largest content portfolios in Japan and services in 14 languages. In addition, comipo offers comics with audio tracks enabling users to enjoy comics with sound. viviON also operates a new business model by engaging in businesses such as Translators Unite and a creator support business named Ci-en.

viviON Group's main digital content businesses

Content production and sales business

Platform business



Main services

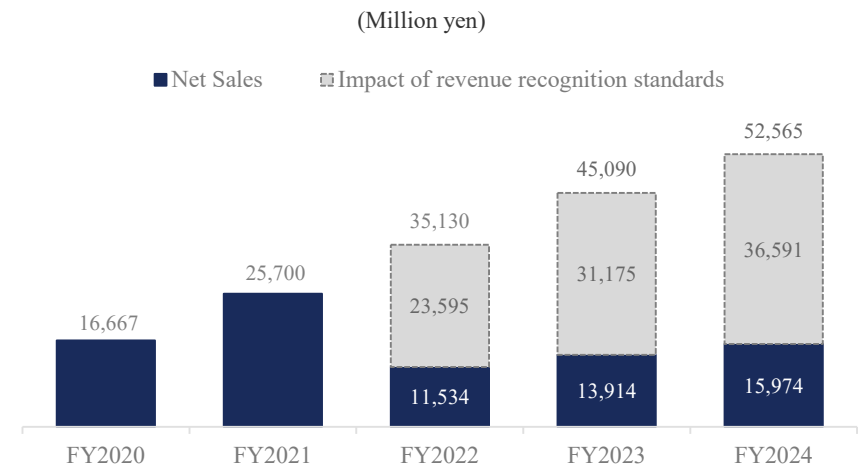


The world's largest subculture content download site. The number of titles available for download from the site has reached 1.30 million.



Electronic audio comics add sounds such as actor's voices to comics. comipo has more than 45,000 Japanese and international comics.

Net sales trends



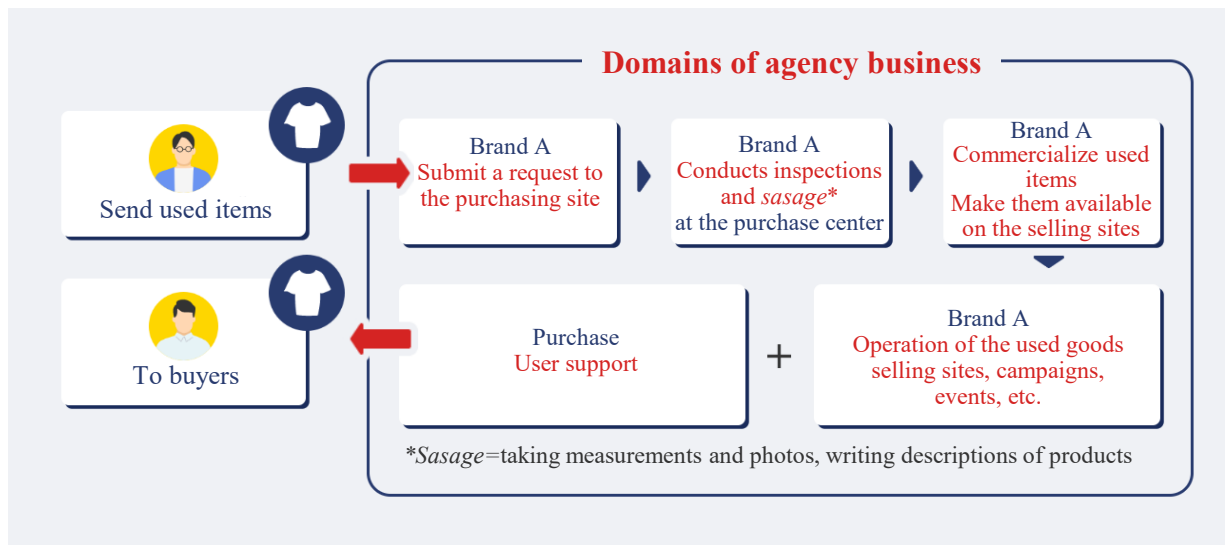
Amount net of internal transactions

5. New Initiatives

Entering the reuse alliance business



- In the reuse alliance business, primary distribution companies' stores and websites serve as contact points for reuse. The business involves inspecting and recycling the items collected and purchased from customers before sending them back to the primary distribution companies as reuse items, or promoting their sales leveraging the GEO Group's sales capabilities.
- Primary distribution companies serve as the contact points for reuse and the GEO Group provides the primary distribution companies with the Group's expertise in the operation of and systems for reuse stores and e-commerce. Through this, we find users we have been unable to access in an effort to help orient society more toward recycling.
- The reuse alliance project is scheduled to start services during FY2025.



Items available: tops, bottoms, bags, shoes, bicycles and musical instruments

Full agency service

Used goods purchase
 Inspection, *sasage** and commercialization
 Sales and shipping
 Operation and user support

Individual support

Operation of purchasing sites

Purchase operations

Inspection, *sasage** and commercialization

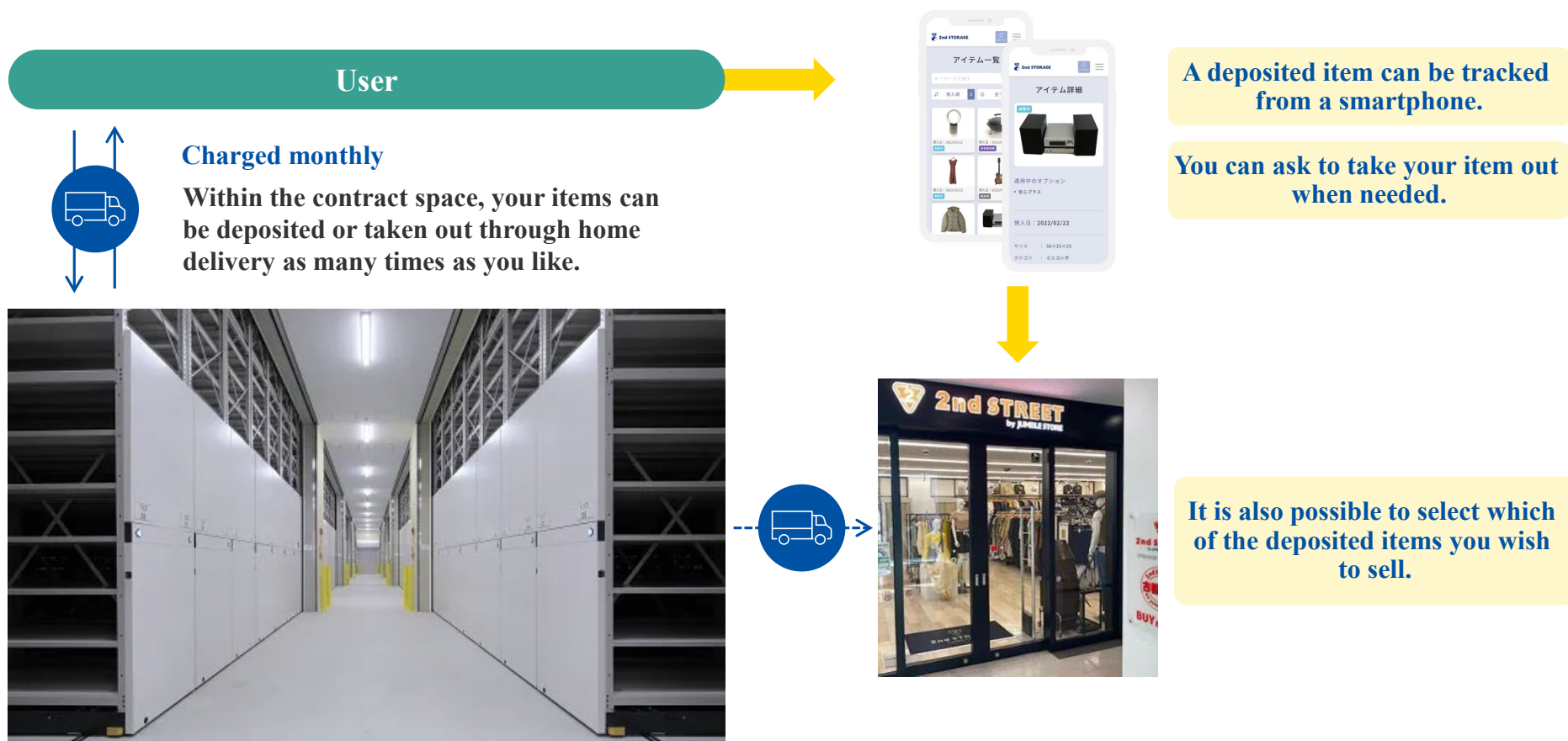
Operation of selling sites

Our reuse alliance business website: <https://www.geonet.co.jp/business/ra/>

Full-scale launch of 2nd STORAGE

- 2nd STORAGE, a storage unit service with free home delivery, has been fully launched, and as of Monday, October 7, 2024, it covers the Tokyo (excluding remote islands), Yokohama City and Kawasaki City. For the period up to the fiscal year ending March 2027, we plan to continue expanding in the Tokyo metropolitan area.
- We will pursue the reuse business in depth by buying and selling goods in storage that are no longer needed, as well as developing the goods deposit service.

Business model of 2nd STORAGE





Purchase via locker

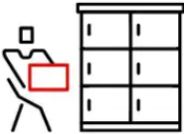
- Purchase via locker enables you to use our purchase service via a smartphone without meeting anyone. Available round-the-clock, it helps you to use your time efficiently. The service has begun.
- Purchase lockers will be placed at our purchasing-only shops which will open sequentially. The service will be expanded mainly in the metropolitan area including the 23 wards of Tokyo.

Purchase via locker business model

User



Use a smartphone to offer your item for sale and authenticate yourself



Deposit the item in the locker



See the appraisal results by smartphone
Receive the proceeds by smartphone
(Can also be received at a store counter)



Lockers are available in five different sizes: XS, S, M, L and XL.
You can deposit clothes, home electric appliances, musical instruments, sports equipment and many other items.

Introduced to the following stores

- Tokyo 2nd STREET Kyodo Purchasing Only Store
- Tokyo 2nd STREET Hakusan Brand Purchasing Only Store



※2nd STREET Hakusan Brand Purchasing Only Store



GEO Arekore Rental is a web service that allows users to rent many different items such as cameras, smartphones and home appliances whenever and as long as necessary. It can also be used for pre-purchase trials.

GEO Arekore Rental's business model

User

Has approx. 150,000 subscribers and deals in more than 2,300 products



Registration can be easily completed online

Registration is free of charge.

*Some products require submission of personal ID



Rental

Types of rental period

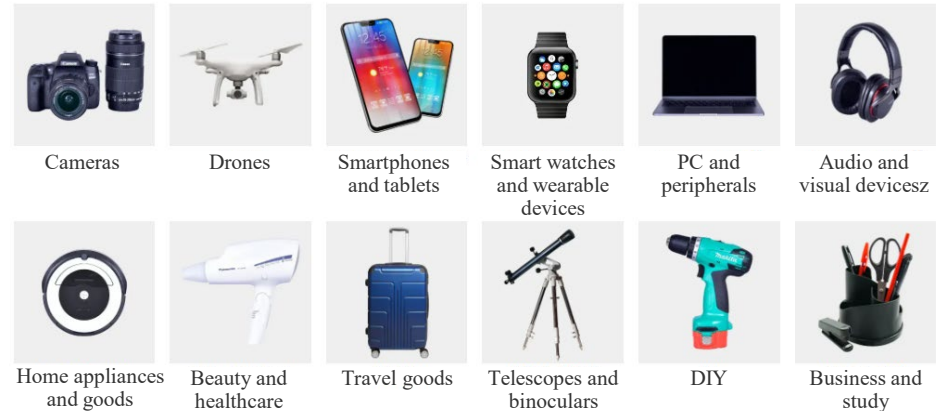
Short-term rental (four days and longer), **monthly rental** (a monthly basis) and **purchasable rental***

*Available at prices calculated by deducting the paid rental fee from the selling price



Return or purchase

Product returns can be entrusted to a convenience store (A delivery form and adhesive tape for packing are provided)



An example of rental products provided through collaboration with manufacturers



After rent, a brand-new item can be purchased on the manufacturer's site at a bargain price.

Aogiri Vtuber High School / viviON BLUE

- Aogiri VTuber High School**, a group of virtual YouTubers active in the viviON Group, based on the motto, “We’ll do anything if it’s fun,” the group of VTubers operates by trying anything, including events and offline activities, that is fun or exciting and that has not been done by others.
- The "viviON BLUE" e-commerce site is an e-commerce site that sells limited-edition collaborative products from anime and games, as well as its own content. The shop was established with the aim of enabling people to enjoy 2D content to the fullest. It sells official goods from famous IPs such as Blue Archive, and has been very well received by 2D fans.

Aogiri High School



YouTube channel subscribers exceeds 3.84 million.

viviON BLUE



Genres currently handled: Plastic models, figures, trading cards and foreign toys, viviON character goods, etc.

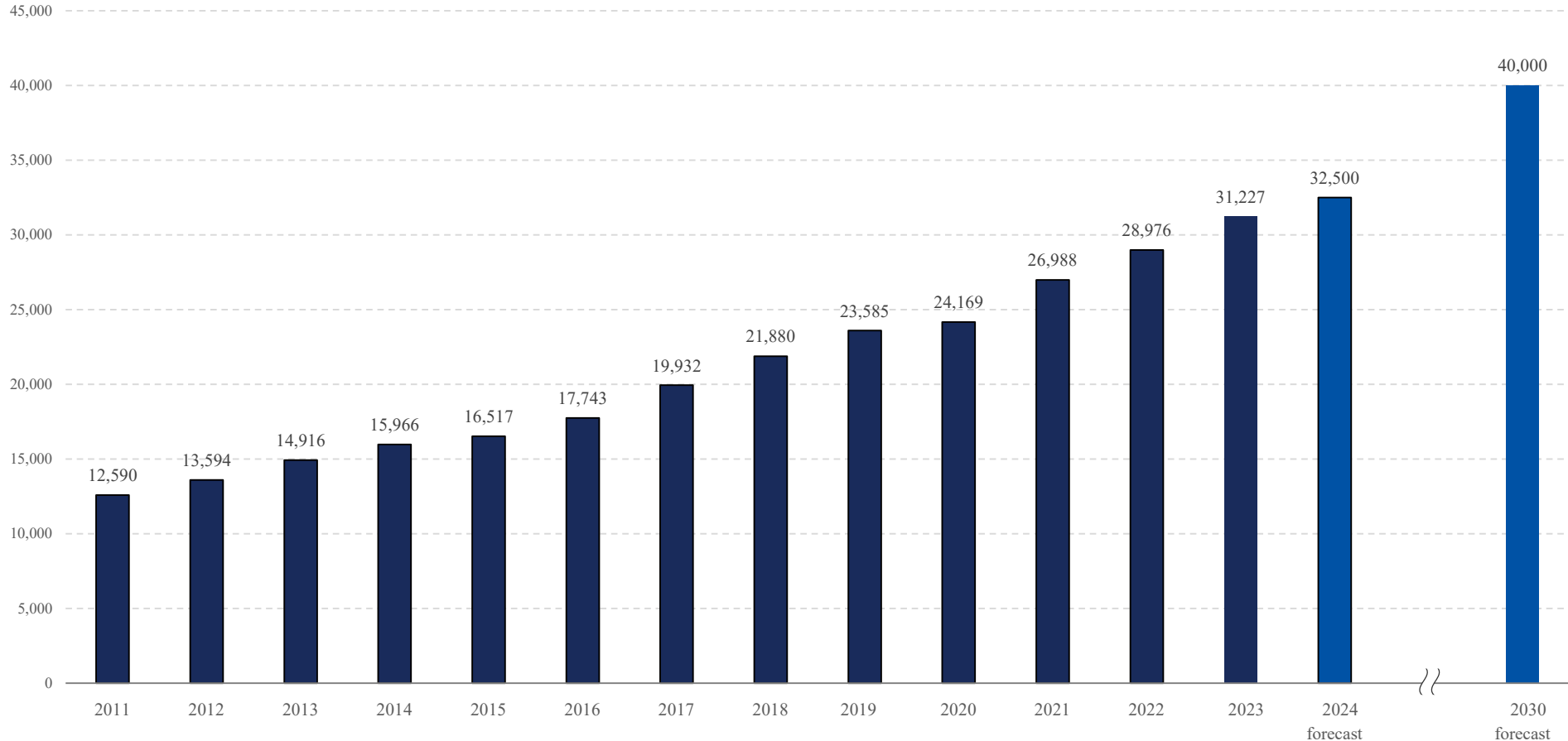
6. Appendix

Trends in the reuse market in Japan

The 2023 reuse market in Japan rose 7.8% YoY to 3,122.7 billion yen. Awareness of reuse products, which are less expensive than new products, rose as consumer took steps to maintain their standard of living as prices rose, and demand from inbound visitors to Japan gave a further boost.

Due to the global trend toward reuse, with primary distributors promoting environmental conservation initiatives, the development of cross-border e-commerce, and the expansion and growth of the “reuse native” generation who have no hesitation about using reuse shops, the reuse market in Japan is expected to see long-term growth.

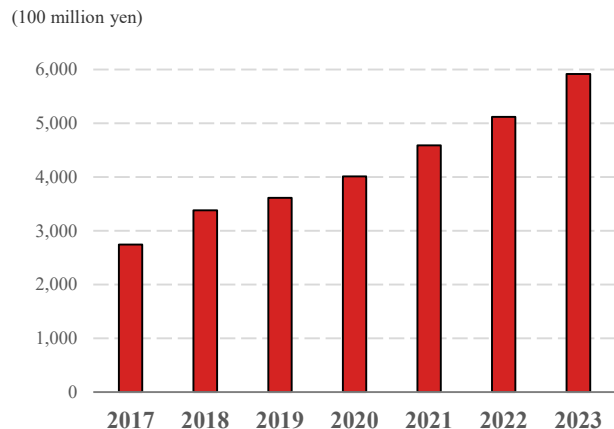
(100 million yen)



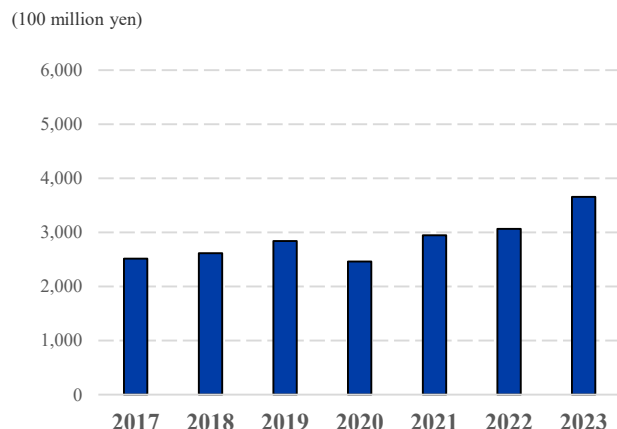
* Source: Reuse Business Journal “Secondhand Market Databook 2024” The market forecast is excerpted from The Reuse Business Journal.

Change in the size of Japanese reuse market by type of merchandise

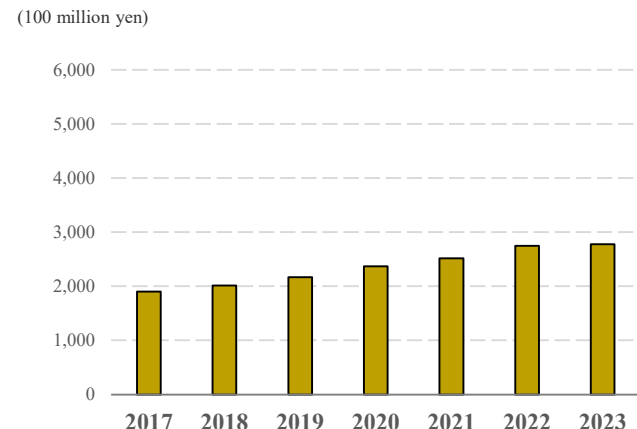
Clothing and accessories



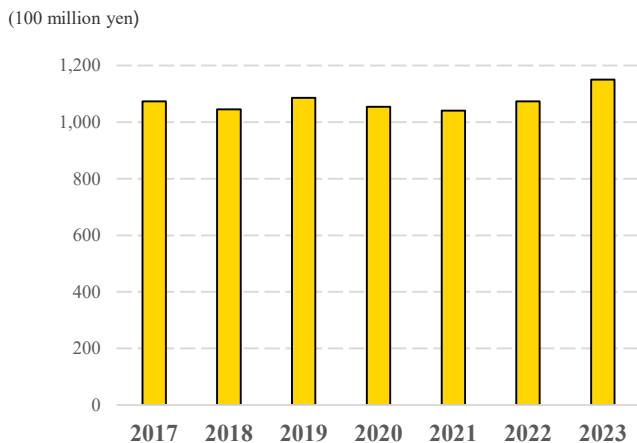
Luxury brand items



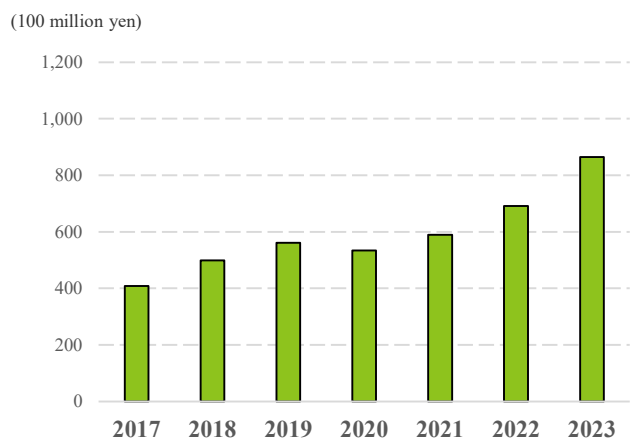
Furniture and home appliances



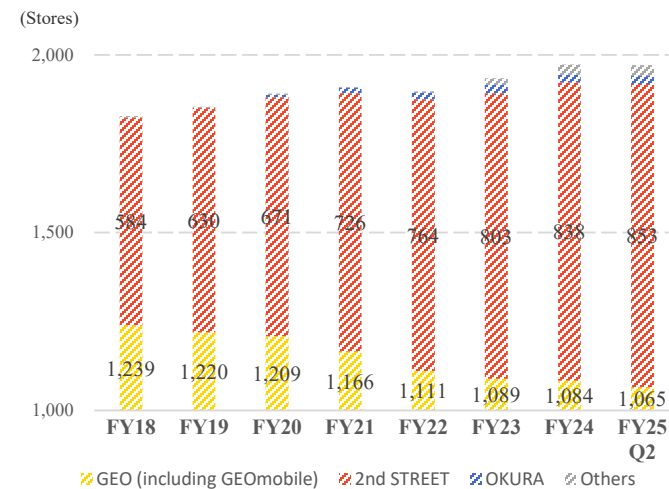
Games and media



Mobile phone and smartphone

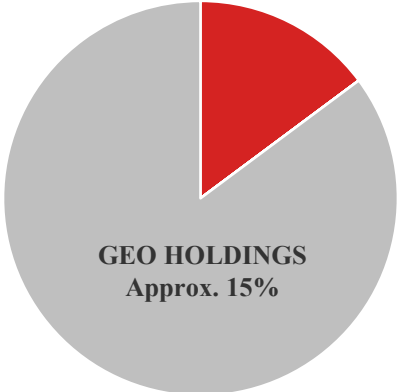


GEO group reuse stores in Japan

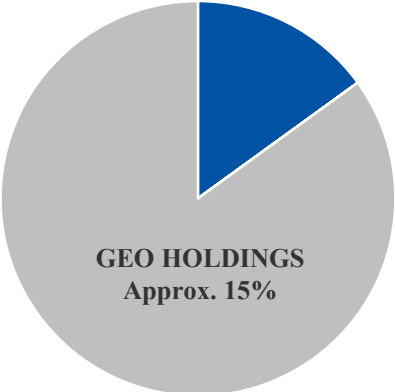


Our market share by major reuse merchandise

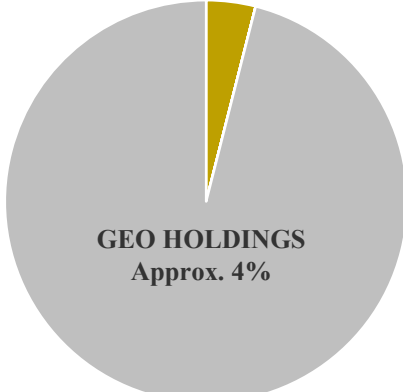
Clothing and accessories



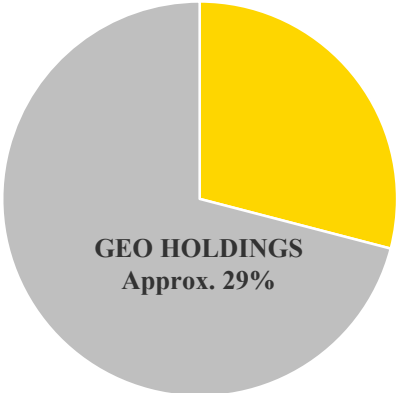
Luxury brand items



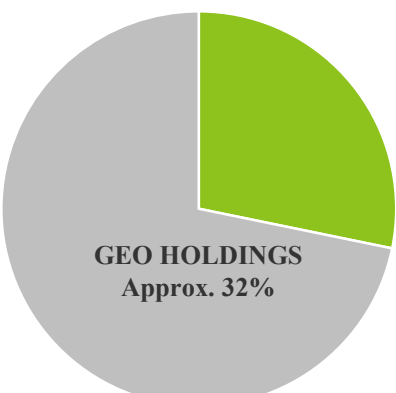
Furniture and home appliances



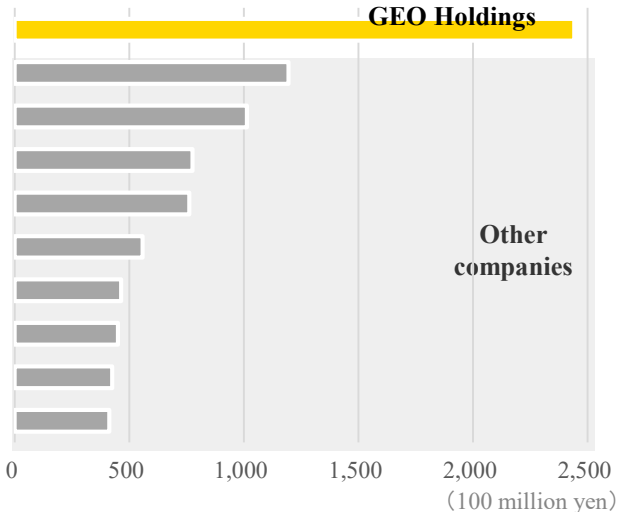
Games and media



Mobile phones and smartphone



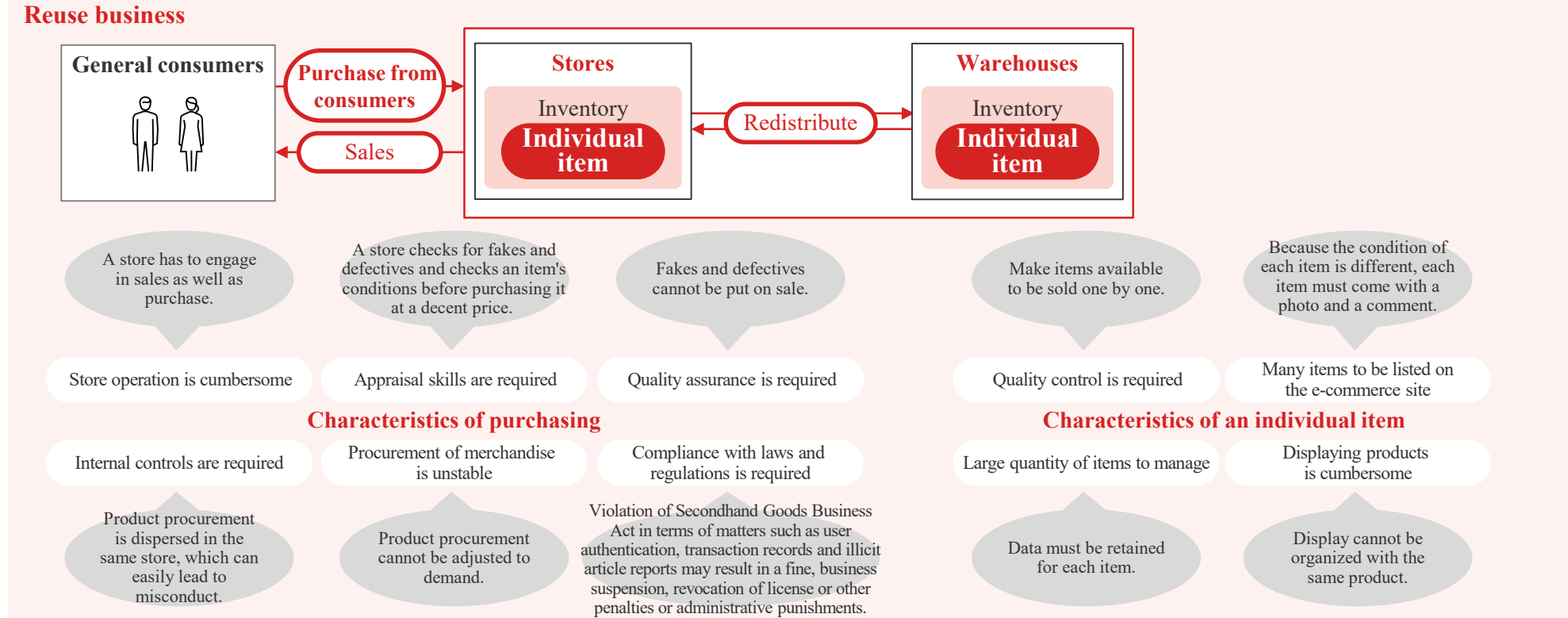
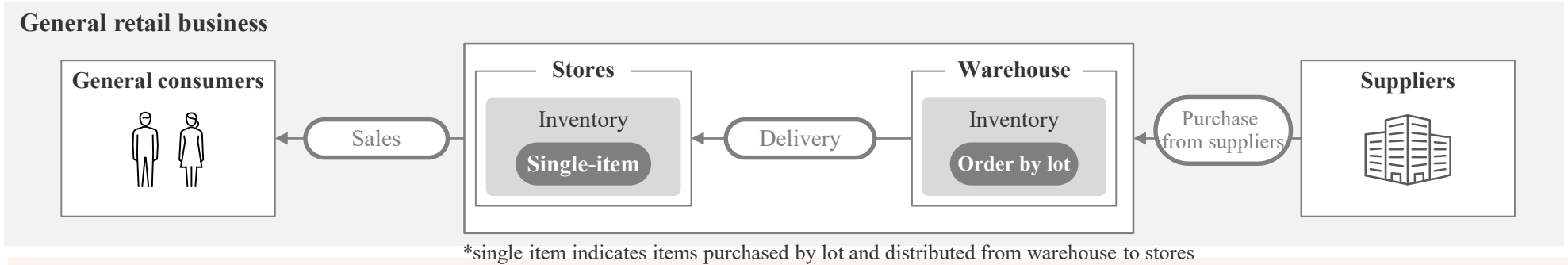
Reuse sales ranking



* Source: GEO Holdings estimates based on Reuse Business Journal “Secondhand Market Databook 2024”

Characteristics of the reuse business

The reuse business is easy to enter but, unlike the general retail business, requires special actions involving purchase and individual items. Multistore operation of the reuse business requires unique management of the business.



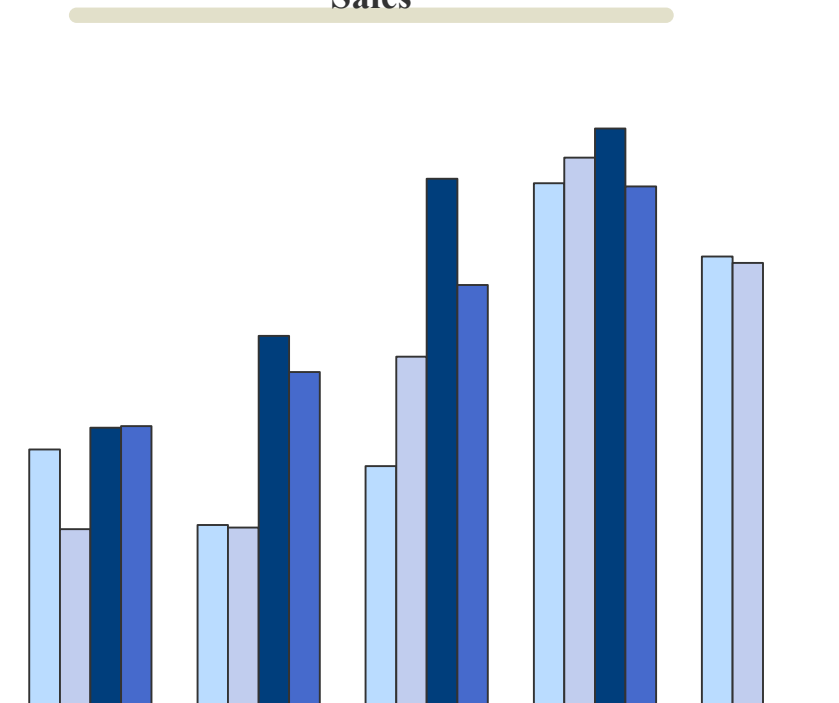
Consolidated statement of income for the fiscal year ending March 31, 2025

| (Million yen) | FY 2024 | | | | FY 2025 | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q1 Results | Q2 Results | Q3 Results | Q4 Results | Q1 Results | Q2 Results | Q3 Results | Q4 Results |
| Net sales | 106,725 | 109,035 | 111,640 | 106,446 | 100,147 | 99,576 | | |
| (YoY Change) | 131.1% | 119.6% | 104.2% | 109.1% | 93.8% | 91.3% | | |
| Gross profit | 39,289 | 36,597 | 43,081 | 40,855 | 41,694 | 40,092 | | |
| (YoY Change) | 114.9% | 106.2% | 109.6% | 118.4% | 106.1% | 109.6% | | |
| (Gross profit margin) | 36.8% | 33.6% | 38.6% | 38.4% | 41.6% | 40.3% | | |
| SG&A | 33,498 | 35,081 | 37,045 | 37,384 | 37,328 | 39,044 | | |
| (YoY Change) | 111.0% | 108.9% | 108.2% | 106.1% | 111.4% | 111.3% | | |
| Operating profit | 5,790 | 1,516 | 6,036 | 3,470 | 4,366 | 1,048 | | |
| (YoY Change) | 143.8% | 66.9% | 119.2% | — | 75.4% | 69.1% | | |

Quarterly trends related to seasonality

The demand for the products handled by our group, such as reuse clothing and accessories, smartphones, and game-related products, has a particular seasonality, so sales and operating profits tend to be weighted to the second half of the year.

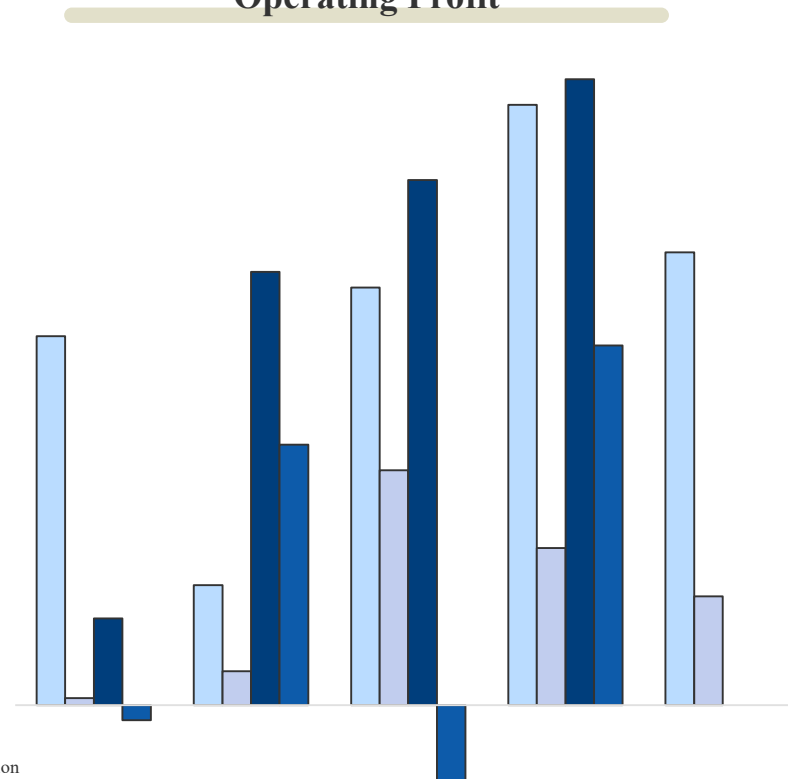
Sales



(Million yen)

| | FY 2021 | FY 2022 | FY 2023 | FY 2024 | FY 2025 |
|------|---------|---------|---------|---------|---------|
| ■ 1Q | 82,860 | 76,088 | 81,377 | 106,725 | 100,147 |
| ■ 2Q | 75,717 | 75,860 | 91,185 | 109,035 | 99,576 |
| ■ 3Q | 84,817 | 93,043 | 107,134 | 111,640 | |
| ■ 4Q | 84,961 | 89,797 | 97,604 | 106,446 | |

Operating Profit



(Million yen)

| | FY 2021 | FY 2022 | FY 2023 | FY 2024 | FY 2025 |
|------|---------|---------|---------|---------|---------|
| ■ 1Q | 3,557 | 1,155 | 4,027 | 5,790 | 4,366 |
| ■ 2Q | 66 | 326 | 2,265 | 1,516 | 1,048 |
| ■ 3Q | 834 | 4,178 | 5,064 | 6,036 | |
| ■ 4Q | -145 | 2,513 | -736 | 3,470 | |

Dialogue with shareholders in the six months ended September 30, 2024

In order to contribute to sustainable growth and medium- to long-term enhancement of corporate value, we strive to engage in constructive dialogue with investors. The executive officer in charge of IR oversees implementation of dialogue in cooperation with related divisions and holds biannual results briefings, dialogues with Japanese and overseas institutional investors, posts IR-related materials on the Company's website, and disseminates information by providing research reports by research firms. In addition, the Company reports the results of IR activities to the Board of Directors on matters of particular importance, such as matters of interest to shareholders and gaps between the results of IR activities and investors' viewpoints.

Main IR activities

| Activity | Content |
|-----------------------------|--|
| Individual meetings | <ul style="list-style-type: none"> •Held at any time except for the time period between the day after quarterly financial closing date and the day of earnings call (IR quiet period). |
| Earnings calls | <ul style="list-style-type: none"> •Conducted for analysts and institutional investors after the announcement of Q2 and FY (Q4) results. |
| Materials on our IR website | <ul style="list-style-type: none"> •Posting of financial results, financial results briefings, materials from general shareholders' meetings, annual reports, etc. on the corporate website •English version of the corporate website created based on the Japanese version |
| Research reports | <ul style="list-style-type: none"> ▪ Research reports in Japanese and English by research firms are updated and published for each quarter. <ul style="list-style-type: none"> Shared Research (Japanese version): https://sharedresearch.jp/ja/companies/2681 Shared Research (English version): https://sharedresearch.jp/en/companies/2681 Astris Advisory Japan (Japanese version): https://corporateresearch.astrisadvisory.com/ja/geohd Astris Advisory Japan (English version): https://corporateresearch.astrisadvisory.com/geohd |

Overview of dialogue and feedback

| Item | Situation |
|--|---|
| Main respondents | <ul style="list-style-type: none"> •General shareholders' meetings : All directors and auditors •Financial results briefings : President & CEO, Executive Director Managing Operating Officer •IR・SR individual meetings : Executive Officer of IR division, IR division |
| Shareholders with whom dialogue was held | <ul style="list-style-type: none"> ▪ Number of meetings : FY2025 Q2 98 *Total number of cases handled ▪ Investment style : Mainly active investors ▪ Investors' responsibilities : Analyst, fund manager |
| Feedback implementation status | <ul style="list-style-type: none"> •IR status reports, including IR strategies, issues and measures, and indicators, are fed back to management as appropriate. •Important details of the dialogue are regularly reported to the Board of Directors for discussion. |

Strengthening non-financial capital

Emphasizing non-financial capital which is not written in financial statements, we actively invest in intellectual capital, fixed capital, human capital, social capital and natural capital from medium and long-term perspectives.

| | | |
|------------------------------|-----------------------------|--|
| Non-financial capital | Intellectual capital | <ul style="list-style-type: none"> ● Chain store management in the reuse business, which we have built over many years, is the source of our corporate competitiveness. ● Chain store management in the reuse business the GEO Group has built will be spread globally. |
| | Fixed capital | <ul style="list-style-type: none"> ● Our sales locations, which include about 1,800 stores in Japan and about 100 stores overseas, function as our management foundation. ● We will invest in digital transformation that strengthens the chain store management of our reuse business. |
| | Human capital | <ul style="list-style-type: none"> ● We actively invest in human resource development, encouraging our people to take on challenges. ● We will remain committed to producing specialists and female managerial-level employees, the source of enhancement of our global competitiveness. |
| | Social capital | <ul style="list-style-type: none"> ● We respect diverse values and drive initiatives to create an environment in which the individuality of each employee is demonstrated to the full. We have also introduced programs that support diverse workstyles. ● We co-sponsor community activities and engage in social contribution activities. We will thus continue to make contributions as a company that grows together with society. |
| | Natural capital | <ul style="list-style-type: none"> ● Through the growth of our recycling-oriented business, we are committed to enhancing our economic and social value and contributing to the achievement of the SDGs. ● We promote energy saving at our stores nationwide in pursuit of a sustainable society. |

Recycling-oriented society



Moving goods from where they are no longer needed to where they are needed.
-Contributing to achieving SDGs with business growth-

Through various recycling-oriented business, we will reduce generation of wastes and contribute to "Responsible Consumption and Production," i.e., SDG 12.



Towards realizing sustainability

Identification of materiality issues

We have identified 17 ESG issues in accordance with the materiality identification process for the GEO Group's material issues. These issues were analyzed from the two perspectives of “importance to stakeholders” and “importance to the GEO Group,” and six materialities were identified as the most important issues. We also created a materiality map showing the relationship between each issue.

【6 most important issues】

<Environment>

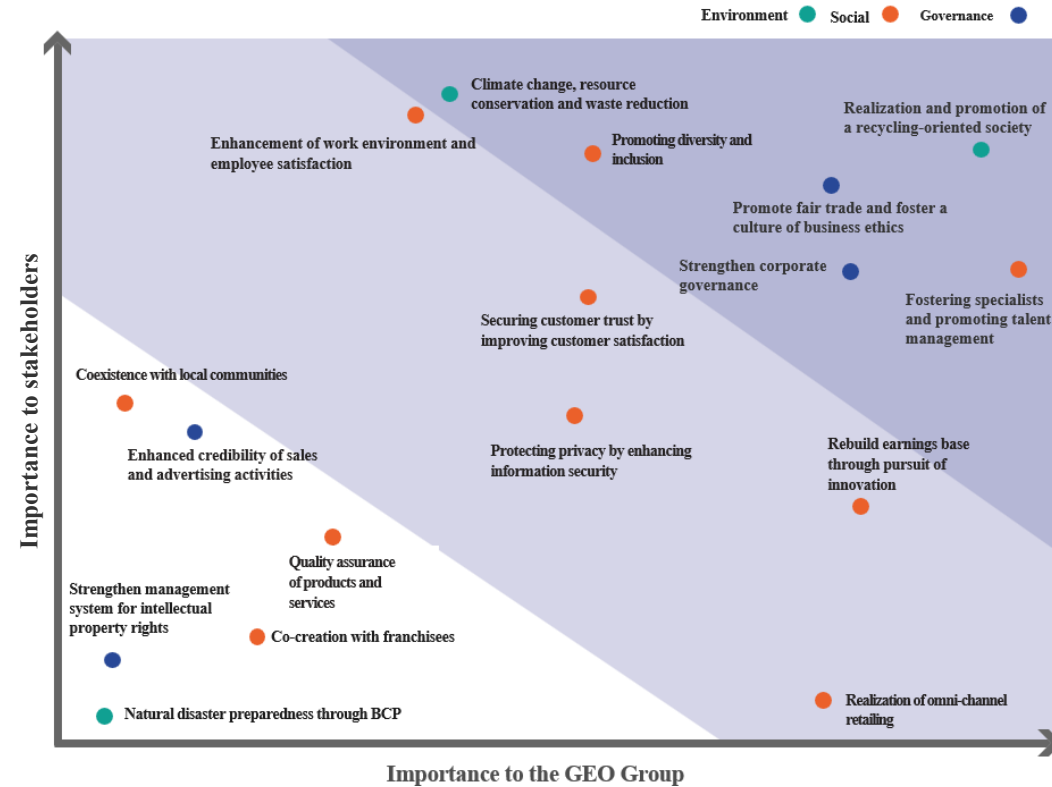
- Realization and promotion of a recycling-oriented society
- Climate change, resource conservation and waste reduction

<Social>

- Promoting diversity and inclusion
- Fostering specialists and promoting talent management

<Governance>

- Strengthen corporate governance
- Promote fair trade and foster a culture of business ethics



For details, please refer to the GEO HOLDINGS website “Materiality”

URL: <https://www.geonet.co.jp/csr/materiality/>

Towards realizing sustainability

Information disclosure based on TCFD Recommendation

Assuming a world centered on the year 2030, we identified risks and opportunities due to climate change that would affect our core businesses. We then conducted analyses based on the 1.5°C and 4°C scenarios to assess their impacts.

【Main disclosures based on the TCFD Framework】

1. Governance

- Organizational structure for GEO Group to assess and oversee risks and opportunities for climate change

2. Strategy

- Global perspective of our business with respect to future climate change
- Analysis of the impact of risks and opportunities on our business on our financial plans
- Measures to address risks and opportunities to the business

3. Risk management

- Processes used to identify, assess, and manage climate-related risks

4. Indicators and Targets

- Indicators and targets used for assessment in climate change related initiatives

For details, please refer to the GEO Holdings website “Disclosure Based on TCFD Recommendations”.

URL: https://www.geonet.co.jp/english/pdf/2024/20240829_TCFD_ENG.pdf

ESG data



CO2 emissions from our business activities

We disclose numerical results of GHG emissions from its business activities.

Considering the impact of our corporate activities on the environment, we aim to balance our business activities with the reduction of GHG emissions.

Through our activities, we will reduce waste by creating a variety of goods cycles, and promote measures to address environmental burdens and climate change by driving the creation of a recycling-oriented society.

We will continue to contribute to the realization of a sustainable society.

GHG emissions from business operations

| (t-CO2e) | | FY 2022 | FY 2023 | FY 2024 |
|---------------|-----------------------|---------|---------|-----------|
| Scope1 | | 1,712 | 1,543 | 1,465 |
| Scope2 | Market-based | 71,796 | 64,601 | 63,743 |
| | Location-based | 69,085 | 63,274 | 63,919 |
| Scope3 | | - | 910,024 | 963,976 |
| Total | Market-based | 73,508 | 976,168 | 1,029,184 |
| | Location-based | 70,796 | 974,841 | 1,029,360 |

※ Scope 1: Direct greenhouse gas emissions from in-house fuel use and industrial processes. Calculated from its invoices each fiscal year based on the amount of gasoline purchased by GEO HD by oil type, and emission coefficients by fuel type published by the Ministry of the Environment.

※ Scope2 : Indirect greenhouse gas emissions from the use of electricity, heat and steam supplied by other companies.

We calculate using two different methods, 'Market-based', where the electricity used is calculated by applying emission factors by type, such as from renewables, and 'Location-based', which is calculated based on the average emission factor for the entire region.

Calculated on the basis of the emission coefficients indicated by the Ministry of the Environment, based on the electricity consumption from the GEO Group electricity statements for fiscal each year.

1,271 sites in FY2022, 1,242 sites in FY2023, 1,381 in FY2024

※ Scope 3: Indirect GHG emissions other than Scope 1 and Scope 2

Calculated based on GHG protocols for each fiscal year.

GHG reductions from reuse business

| (t-CO2e) | | FY 2023 | FY 2024 |
|-------------------------------|--------------------------|---------------|---------|
| GHG emission reductions | Household appliances | 14,155 | 15,772 |
| | Clothing and accessories | 19,416 | 22,639 |
| | Furniture | 3,280 | 3,458 |
| | Game-related equipment | 1,634 | 1,685 |
| | Livingware | 2,643 | 2,674 |
| | Children's products | 1,763 | 2,054 |
| | DVD/CD | 1,097 | 1,023 |
| | Hobby supplies | 1,067 | 1,178 |
| | Others | 1,263 | 1,404 |
| Total | 46,318 | 51,886 | |

※ Calculated from GEO Group procurement data based on National Institute of Advanced Industrial Science and Technology (AIST) provided data (IDEA).



Human capital indicators and achievements

We aim to be a company that allows its employees to feel richness and enjoyment through their daily work, while at the same time acknowledging the diverse values of its diverse people and being a part of each and every employee's life.

We will continue to develop human resources and improve the internal environment so that each employee can balance life events and career development and choose flexible work styles.

| Indicator | Definition | Targeted achievement date Target | Result (As of March 31, 2024) |
|---|---|--|----------------------------------|
| Percentage of female workers in management positions (Manager (<i>kacho</i>) and above) | Percentage of female workers among general managers (<i>bucho</i>) and managers (<i>kacho</i>) | March 31, 2030 30% or more | 7.3% |
| Ratio of female workers | Percentage of female employees in total workforce | March 31, 2030 30% or more | 21.6% |
| Ratio of persons with disabilities | Percentage of employees with disabilities in total workforce | Statutory employment rate achieved 2.3% or more | 2.5% |
| Percentage of male workers taking childcare leave | Percentage of male workers whose spouses gave birth during the year in question who took paternity leave | Achieved, continuing 50% or more | 57.6% |
| Percentage of female workers taking childcare leave | Percentage of female workers who gave birth during the year in question and took maternity leave | Achieved, continuing 80% or more | 103.0% |
| Percentage taking periodic health checkups | Percentage of completed examinations in the number of persons subject to periodic health check-ups in the relevant year | March 31, 2025 100% | 99.1% |
| Stress check uptake rate | Percentage of completed checks in the number of persons subject to stress checks in the year in question | March 31, 2025 100% | 94.9% |
| Overtime hours (average) | Average overtime hours per month for the year in question for total employees | March 31, 2025 Less than 10 hours | 13.5hours |

Notice concerning forward-looking statements

All indications made in this document concerning forecasts of performance, policies, management strategies, targets, plans, understanding and assessment of facts, as well as outlook on performance and dividends with respect to the Group, excluding historical facts, only reflect our current expectations, predictions, plans, understanding, assessments and others based on information available to the Group. These indications, facts or preconditions (assumptions) by their nature may be inaccurate from an objective perspective and they are exposed to potential risks of being affected by changes in general business environment, weather, economic trends, consumer trends, and consumer preferences. Therefore, no guarantee is made that the indications in this document will be realized in the future as projected.



To offer joy to your everyday life

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