

FY2026 First Quarter Results Briefing

May 12th, 2026
AUCNET INC.
(TSE Prime Market : 3964)



Table of Contents

1. FY2026 First Quarter Results	P.2
2. Summary of Results by Segment	P.6
3. Detailed Results by Segment	P.10
4. Topics	P.19
5. Reference	P.22

- 1. FY2026 First Quarter Results**
2. Summary of Results by Segment
3. Detailed Results by Segment
4. Topics
5. Reference

FY2026 First Quarter Consolidated Financial Results

- While profit was expected to decrease at the beginning of the term taking into consideration of rising amortization and advertising expenses, the Lifestyle Products Segment and Mobility & Energy Segment performed better than expected, resulting in year-on-year increases in both sales and profit.

(million yen)	FY2025 1Q	FY2026 1Q	YoY	FY2026 Forecast	Rate of Progress
Net Sales	15,978	18,189	+13.8%	71,000	25.6%
Operating profit	3,083	3,226	+4.6%	11,000	29.3%
Operating profit margin	19.3%	17.7%	-1.6pt	15.5%	
EBITDA*	3,358	3,506	+4.4%	-	-
Ordinary profit	2,996	3,222	+7.5%	10,850	29.7%
Profit attributable to owners of parent	2,012	2,156	+7.2%	7,200	30.0%

* EBITDA = Operating profit + Depreciation + Amortization of goodwill + Share of loss (profit) of entities accounted for using equity method (excluding amortization of goodwill for the period under review)

FY2026 First Quarter Highlights

Net Sales

18,189 million yen

YoY **+13.8%**

Operating Profit

3,226 million yen

YoY **+4.6%**

Ordinary Profit

3,222 million yen

YoY **+7.5%**

Profit Attributable to
Owners of Parent

2,156 million yen

YoY **+7.2%**

Lifestyle Products

Net Sales **13,193** million yen (+16.5%)

Segment Income **2,382** million yen (+2.4%)

See p.11 for more details

See p.30-35
for the business outline

Mobility&Energy

Net Sales **4,197** million yen (+8.0%)

Segment Income **1,199** million yen (+8.2%)

See p.15 for more details

See p.36-38
for the business outline

Other

Net Sales **950** million yen (+6.4%)

Segment Income **-48** million yen (-)

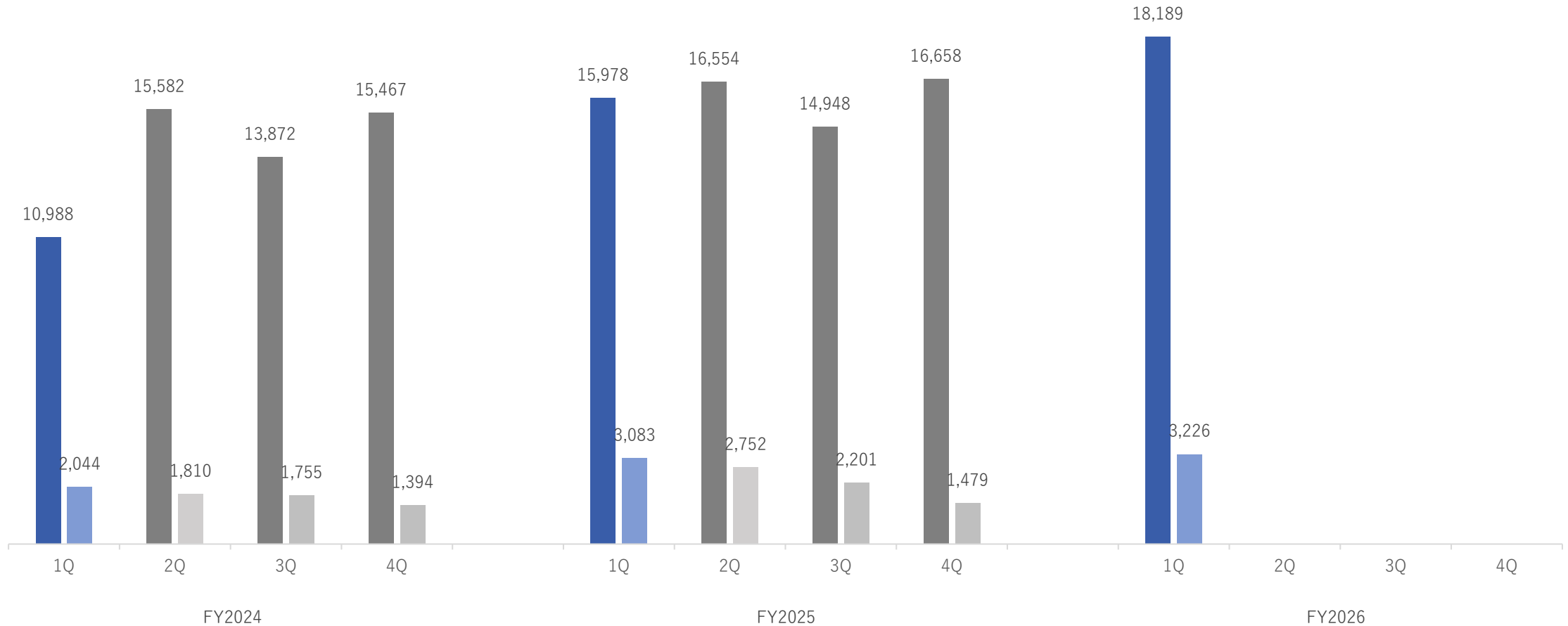
See p.18 for more details

See p.39
for the business outline

FY2024~FY2026 Consolidated Financial Results by Quarter

(million yen)

■ Net Sales ■ Operating Profit



1. FY2026 First Quarter Results
- 2. Summary of Results by Segment**
3. Detailed Results by Segment
4. Topics
5. Reference

Results by Segment

Segment	(million yen)	FY2025 1Q	FY2026 1Q	YoY
Lifestyle Products	Net Sales	11,322	13,193	+16.5%
	Operating profit	2,326	2,382	+2.4%
Mobility & Energy	Net Sales	3,884	4,197	+8.0%
	Operating profit	1,108	1,199	+8.2%
Other	Net Sales	893	950	+6.4%
	Operating profit	7	-48	-
Adjustment	Net Sales	-121	-151	-
	Operating profit	-358	-307	-
Total	Net Sales	15,978	18,189	+13.8%
	Operating profit	3,083	3,226	+4.6%

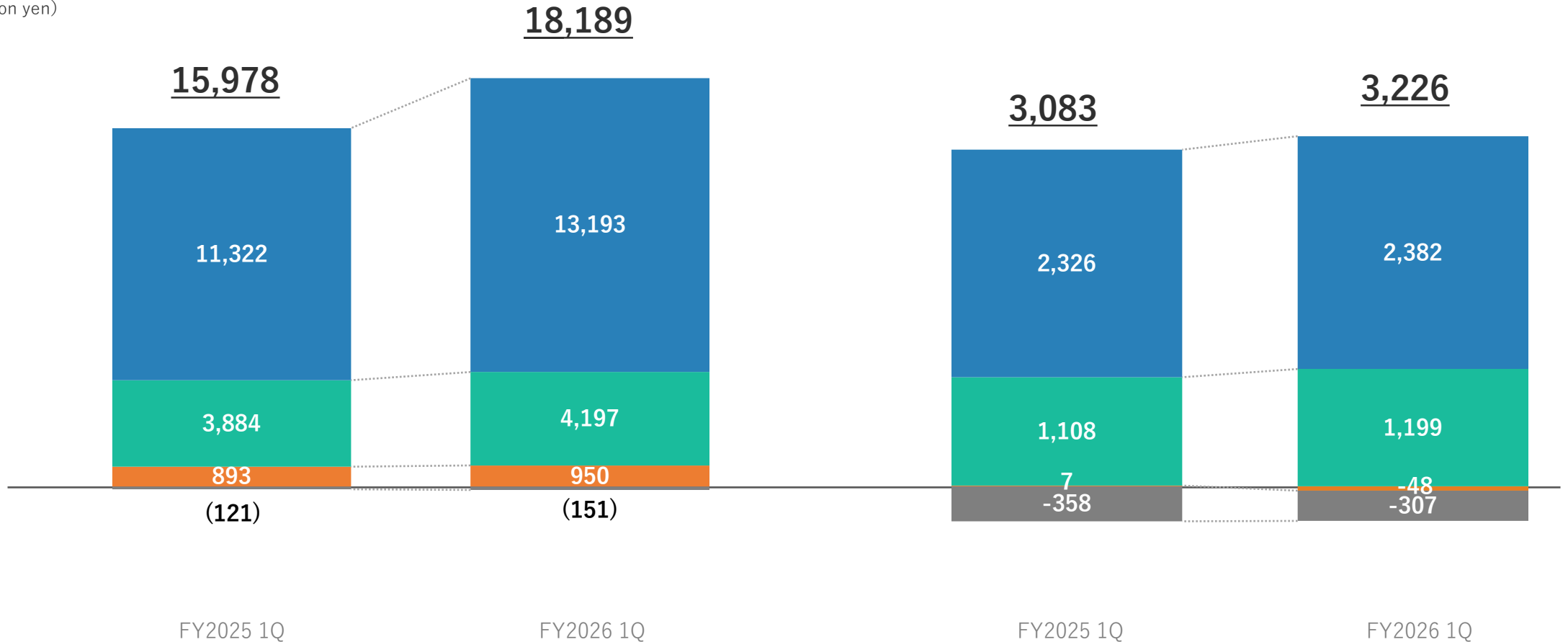
FY2026 First Quarter Segment Increase/Decrease

- Lifestyle Products
- Mobility & Energy
- Other
- Adjustment

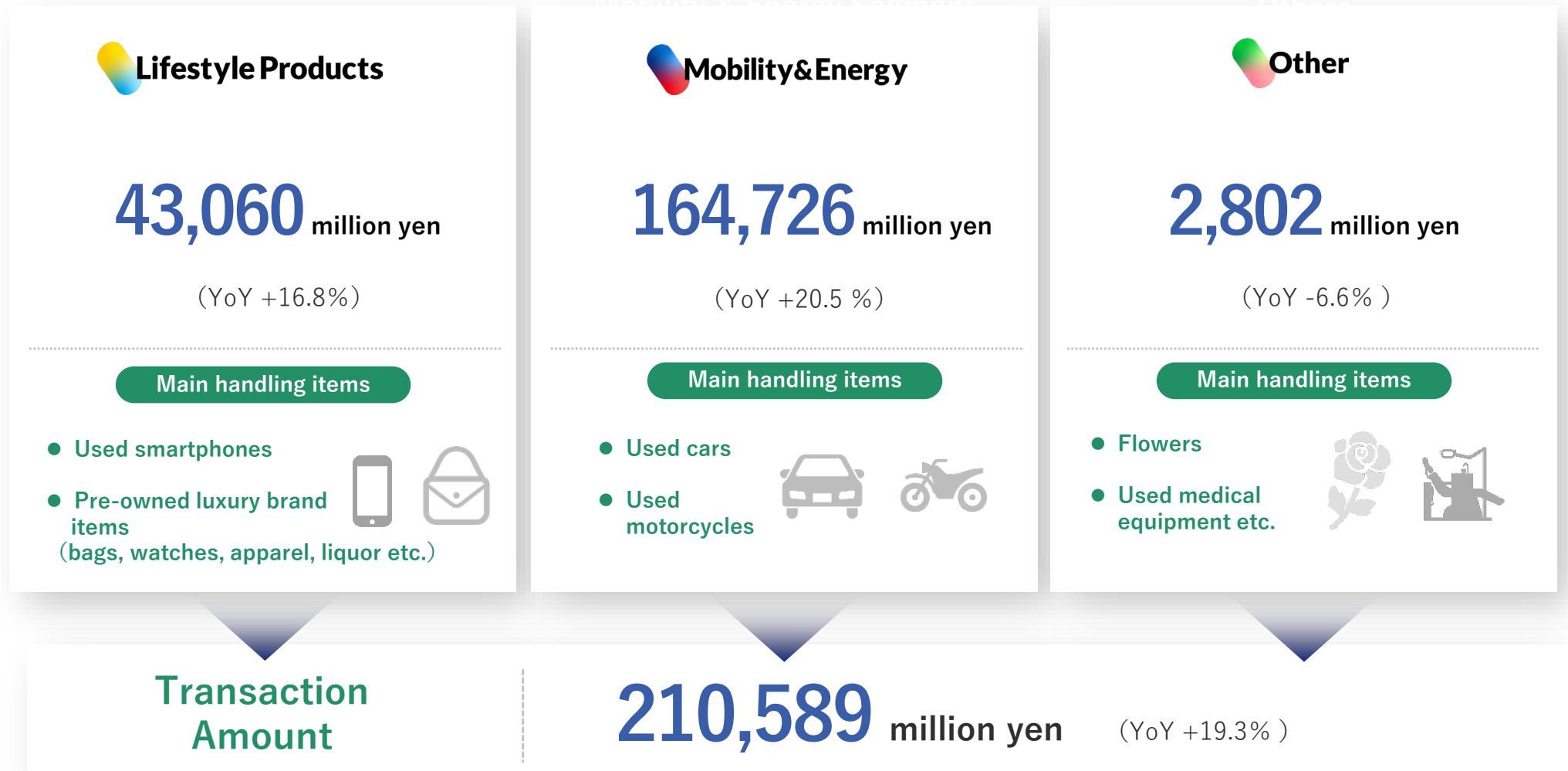
(million yen)

Net Sales

Operating Profit



FY2026 First Quarter Transaction Amount by Segment



* Transaction Amount: The total amount of sales by sale of products and products sold at auction distributed through our services in each business

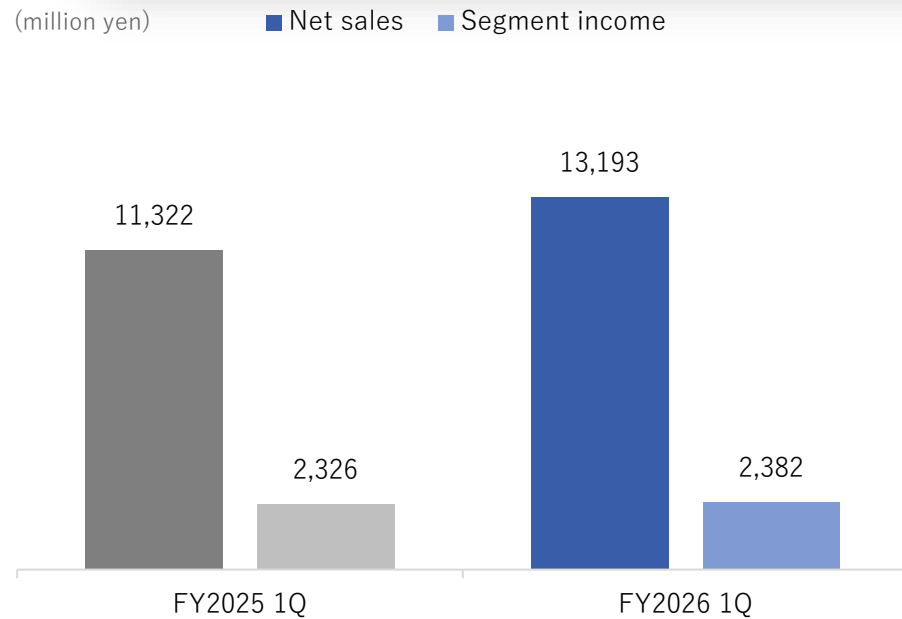
1. FY2026 First Quarter Results
2. Summary of Results by Segment
- 3. Detailed Results by Segment**
4. Topics
5. Reference

FY2026 First Quarter Results

Lifestyle Products

Summary

- Both sales and profit increased year on year. (Net sales +16.5%, Segment income +2.4%)
- In the Digital Product Business, the transaction amount increased due to a positive trend in average unit prices driven by an increase in listings of high-value devices compared with the previous year, as well as currency tailwinds, in addition to an increase in the number of items sold through the GIGA school program. As a result, the business performed favorably.
- In the Fashion Resale Business, transaction amount showed a favorable trend owing to a rise of average unit prices of items sold though the number of listed items decreased due to focusing on strengthening the distribution of high-end items from profitability standpoint. Also, the digital marketing initiatives we've been implementing continuously since last year have performed well and the number of members increased.
- In the business targeting consumers, physical store sales showed favorable results due to inbound demand by weaker yen and rising stock prices and increased domestic demand.
- We focused on measures to raise awareness including advertising across various media and launching our service on a mobile application.



Net Sales Composition

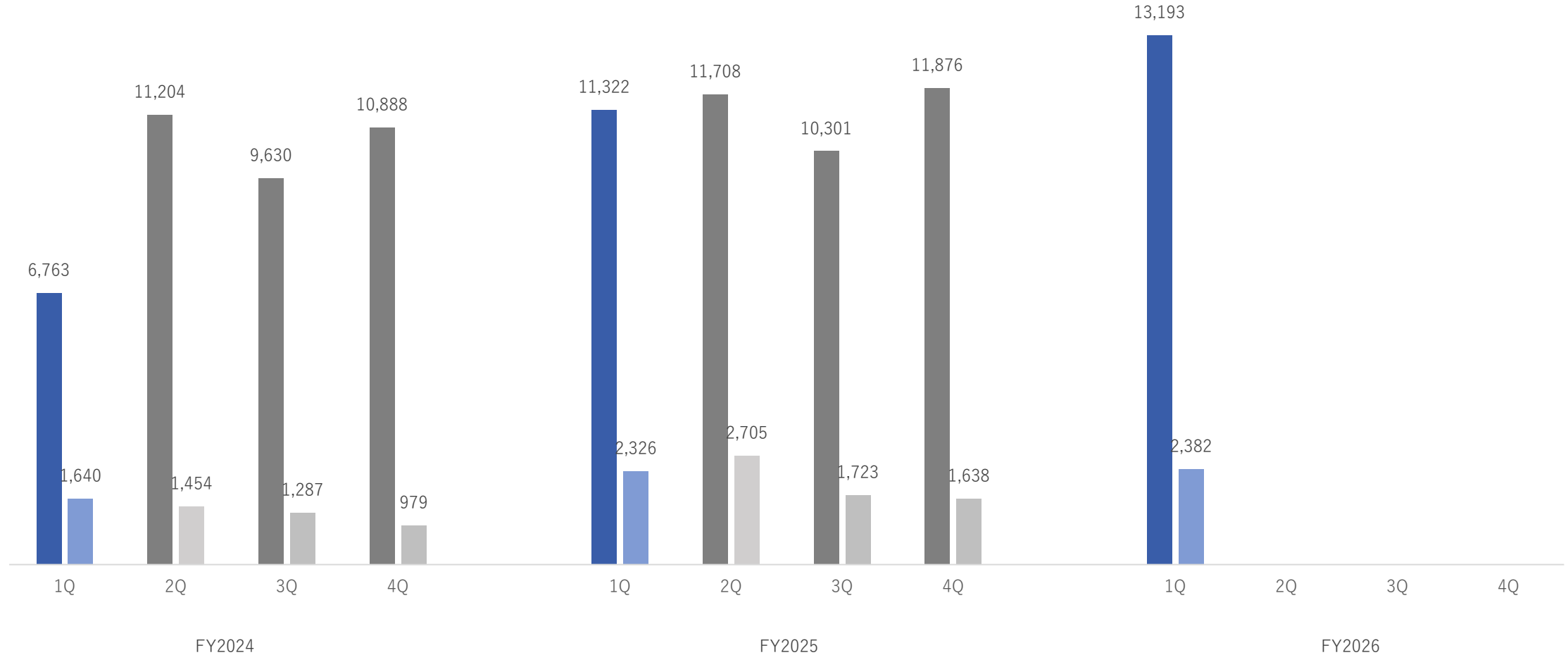
(million yen)	Main breakdown	FY2025 1Q	FY2026 1Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	3,573	4,345	+21.6%
Product sales related revenues	Product sales in businesses targeting consumers, etc.	7,710	8,747	+13.5%
Other	BPO service, etc.	38	99	+157.5%
Inter-segment net sales or transfers		-	-	
Net Sales		11,322	13,193	+16.5%

FY2024~FY2026 Results by Quarter

Lifestyle Products

(million yen)

■ Net Sales ■ Segment Income



 Digital Product Business

	FY2025 1Q	FY2026 1Q	YoY
Transaction amount (million yen)	18,778	22,958	+22.3%
Sales units (unit)	629,364	694,219	+10.3%
Number of members (member)	2,036	2,104	+3.3%

A favorable trend in the average prices of units sold owing to an increase in listings of high-value devices compared to the previous year, as well as the influence of an increase in the sales units.

Increased number of items handled from GIGA school program.

Reinforcing sales activities mainly in European region and focusing on activating existing members and strengthening buying power.

 Fashion Resale Business

			FY2025 1Q	FY2026 1Q	YoY
BtoB business	Transaction amount	(million yen)	13,021	14,705	+12.9%
	Items listed	(item)	367,149	354,115	-3.6%
	Items sold	(item)	251,560	237,893	-5.4%
	Number of members	(member)	6,110	7,230	+18.3%
Business targeting C	Transaction amount	(million yen)	5,081	5,396	+6.2%

The average unit price of items sold rose though the number of items listed decreased.

Putting priority on strengthening high-end item distribution.

In accordance with the decrease of the number of items listed, the number of items sold also showed a softening trend.

Effects of digital marketing continued from last year.

Inbound demand by weaker yen and higher stock price and domestic demand increased.

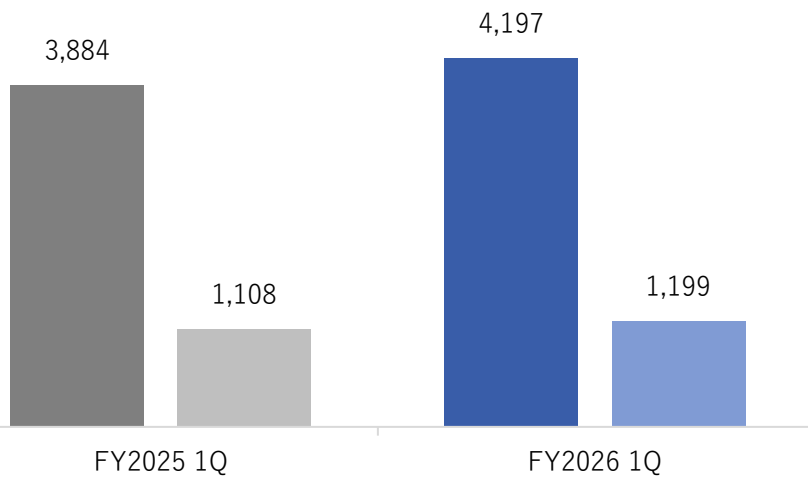
FY2026 First Quarter Results



Summary

- Both sales and profit increased year on year. (Net sales +8.0%, Segment income +8.2%)
- In the Automobile Business, a favorable results are shown due to high inspection demand for a used vehicle listing platform following last year in addition to increases in the total number of vehicles sold and auctions won in the shared inventory market, the live relay broadcast auction and the proxy bidding service.
- In the Motorcycle Business, profitability of auction business improved due to fee revisions and a rise in unit prices of the items sold.
- Amortization expenses were incurred for BASE, the new core system (continued from 2Q last year) and AUCNET CARS, the member website (continued from 3Q last year).

(million yen) ■ Net sales ■ Segment income



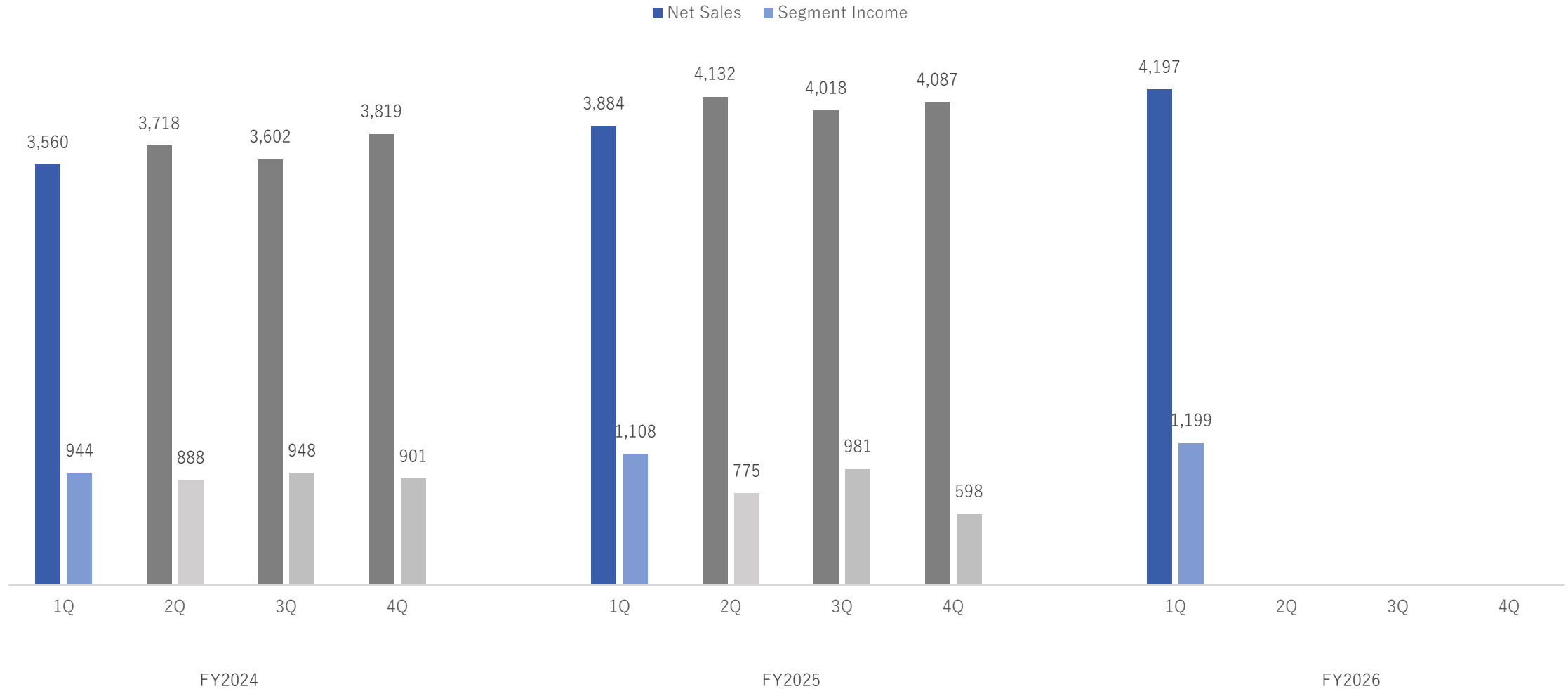
Net Sales Composition

(million yen)	Main breakdown	FY2025 1Q	FY2026 1Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	2,500	2,770	+10.8%
Product sales related revenues	Sale of vehicles in the company's inventory, etc.	198	136	-31.1%
Other	AIS inspection fees, etc.	1,186	1,289	+8.7%
Inter-segment net sales or transfers		-	-	
Net Sales		3,884	4,197	+8.0%

FY2024~FY2026 Results by Quarter



(million yen)



 Automobile Business

Automobile		FY2025 1Q	FY2026 1Q	YoY
Transaction amount	(million yen)	133,723	161,265	+20.6%
Total vehicles sold/bought	(unit)	135,289	148,030	+9.4%
Number of members	(member)	15,638	16,131	+3.2%
Vehicles inspected*	(unit)	370,621	418,773	+13.0%

A rise in the average unit prices of items sold as well as an increase in total number of units sold and auction won.

Continuous increases in the shared inventory market, the live relay broadcast auction and the proxy bidding service.

Members of the proxy bidding service steadily increased.

Continuous high inspection demand for a used vehicle listing platform following last year.

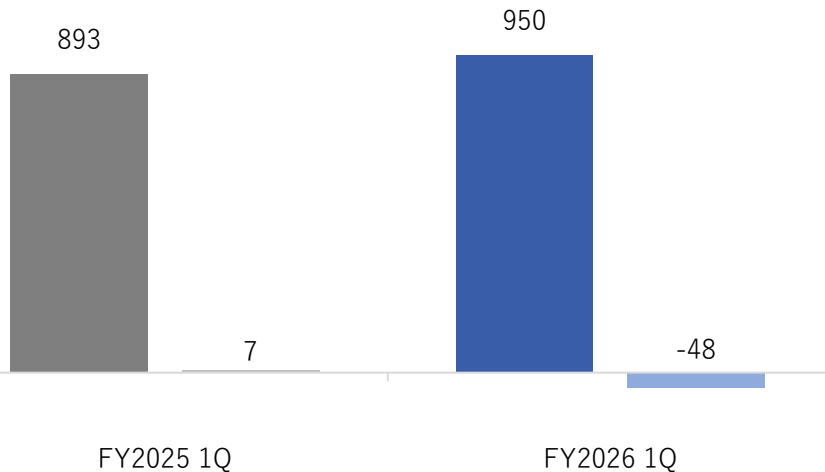
*Total number of used cars and motorcycles inspected.

Other

Summary

- Sales increased and profit decreased year on year. (Net sales +6.4%, Operating profit in the previous year 7 million yen)
- In the Agricultural Business, transaction amount showed a softening trend due to a decrease in the number of flowers collected and lower average unit prices compared with the previous year. Meanwhile, the number of members increased and transaction amount showed a robust performance in the Kansai base.
- In the Circular Commerce Business, we are focusing our efforts on new business creation by fostering continuous collaboration with our partner companies.
- The financial results of yep Company Limited and yet Company Limited, newly acquired subsidiaries specializing primarily in system development, have been consolidated since 1Q FY2026.

(million yen) ■ Net sales ■ Segment income



Net Sales Composition

(million yen)	Main breakdown	FY2025 1Q	FY2026 1Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	293	277	-5.7%
Product sales related revenues	Negotiated sales, etc.	223	325	+45.7%
Other	BPO service, etc.	254	195	-23.0%
Inter-segment net sales or transfers		121	151	+24.9%
Net Sales		893	950	+6.4%

1. FY2026 First Quarter Results
2. Summary of Results by Segment
3. Detailed Results by Segment
- 4. Topics**
5. Reference

Revisions of Consolidated Result and Dividend Forecasts for FY2026

- We achieved increases in both sales and profit for 1Q in FY2026 year on year driven by the favorable performance of the Lifestyle Products Segment and Mobility & Energy Segment though we expected profit decreases due to increases in advertising and amortization expenses.
- Further upward revisions have been decided taking into account the favorable performance for 1Q in FY2026.
- In line with the revisions of the result forecasts, the annual dividend forecast has been revised to 42 yen. (YoY +13 yen)

(million yen)	FY2025	FY2026 Initial Forecast (Feb 13,2026)	FY2026 Revised Forecast (May 12,2026)	YoY Revised Forecast (May 12,2026)
Net sales	64,139	71,000	72,000	+12.3%
Operating profit	9,517	11,000	11,500	+20.8%
Operating profit margin	14.8%	15.5%	16.0%	+1.2pt
Ordinary profit	9,521	10,850	11,350	+19.2%
Profit attributable to owners of parent	5,921	7,200	7,500	+26.7%
Basic earnings per share	64.93 Yen*	79.30 Yen	82.60 Yen	+17.67 Yen
Dividend per share	29.00 Yen*	40.00 Yen	42.00 Yen	+13.00 Yen
Dividend payout ratio	44.7%	50.4%	50.8%	+6.2pt

*The Company conducted a share split at a ratio of two shares for each common share with April 1, 2026 as the effective date.

The above basic earnings per share and dividends per share for the fiscal year ended December 31, 2025 reflect the amount after taking into account the share split.

Notice Concerning Expansion of Shareholder Benefit Program (announced on April 28, 2026)

- Continue to award benefits from three share units even after share split and increase select points

[Shareholder benefit point table] (1 point is approximately equivalent to 1 yen)

Number of shares held	Before changes*	After changes
300 shares to 499 shares	-	2,000 points
500 shares to 599 shares	-	4,000 points
600 shares to 699 shares	2,000 points	4,000 points
700 shares to 999 shares	2,000 points	8,000 points
1,000 shares to 1,399 shares	5,000 points	8,000 points
1,400 shares to 1,799 shares	17,000 points	17,000 points
1,800 shares to 2,999 shares	20,000 points	20,000 points
3,000 shares or more	40,000 points	40,000 points

* The Company conducted a share split at a ratio of two shares for each common share with April 1, 2026 as the effective date. The number of shareholder benefit points before changes is stated based on the number of shares held after consideration of the share split.

Date of changes

Shareholders listed or recorded in the Company's shareholder register as of December 31, 2026.

Eligibility criteria

Shareholders listed or recorded in the Company's shareholder register as of December 31 each year who hold three or more share units (300 shares).

Carryover conditions

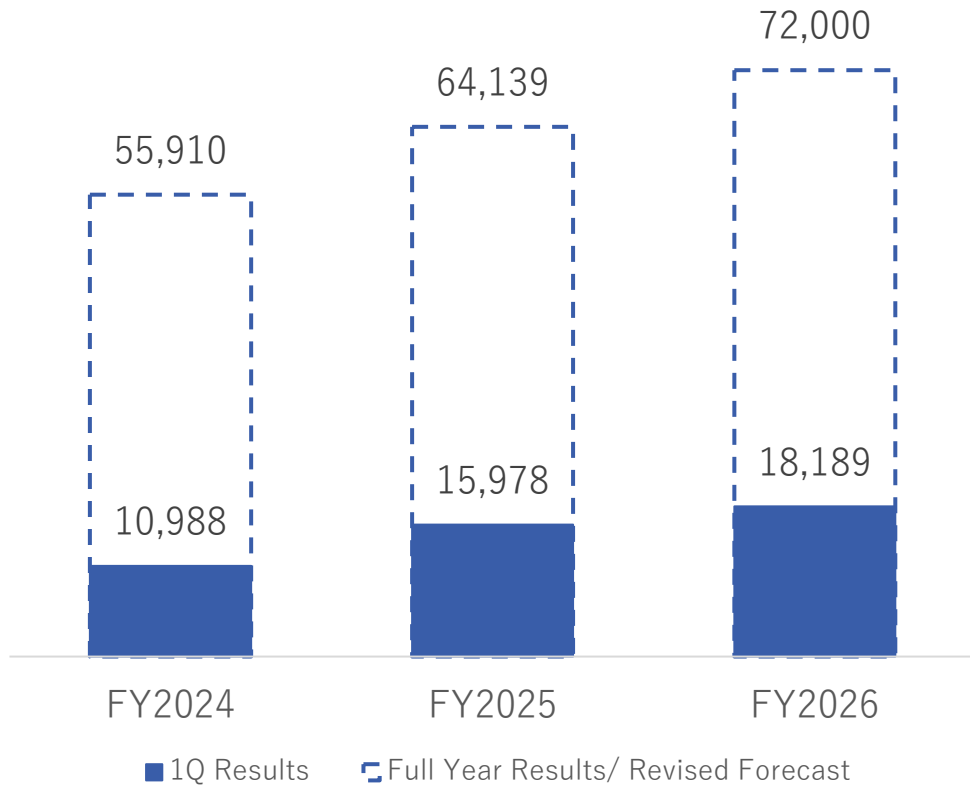
Shareholder benefit points may be carried over only if the shareholder is listed under the same shareholder number in the shareholder register for two or more consecutive times as of December 31, has continuously held 300 shares or more, and may be carried over only once. Please note that if the shareholder number is changed before the record date of December 31, the points will become invalid and cannot be carried over.

1. FY2026 First Quarter Results
2. Summary of Results by Segment
3. Detailed Results by Segment
4. Topics
- 5. Reference**

FY2024~FY2026 Consolidated Results by Fiscal Year

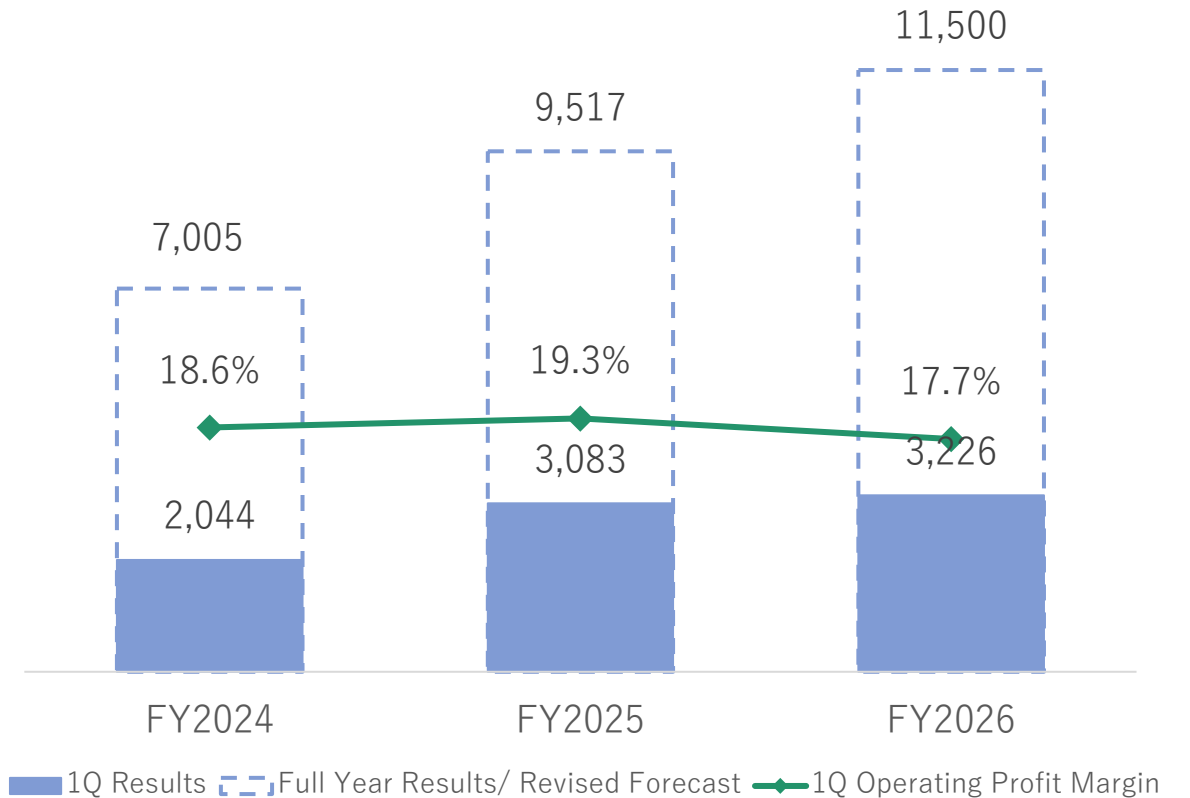
(million yen)

Net Sales



(million yen)

Operating Profit



Consolidated Balance Sheets

Assets (million yen)	FY2025 end of December	FY2026 end of March	Increase/ Decrease
Current assets	40,642	42,463	+1,820
Cash and deposits	23,104	21,225	-1,878
Due from auction members	6,456	9,398	+2,942
Other	11,082	11,839	+757
Non-current assets	10,138	10,260	+121
Property, plant and equipment	1,939	1,949	+10
Intangible assets	2,764	2,824	+59
Other	5,434	5,486	+51
Total assets	50,781	52,723	+1,942

Liabilities and net assets (million yen)	FY2025 end of December	FY2026 end of March	Increase/ Decrease
Current liabilities	21,797	23,046	+1,249
Due to auction members	15,161	17,928	+2,767
Other	6,636	5,117	-1,518
Non-current liabilities	2,361	2,550	+188
Retirement benefit liability	850	846	-3
Other	1,511	1,703	+192
Total liabilities	24,159	25,597	+1,438
Total net assets	26,622	27,126	+504
Total liabilities and net assets	50,781	52,723	+1,942

KPI

			FY2024				FY2025				FY2026				
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Lifestyle Products Segment	Digital Product	Transaction amount (million yen)	12,960	12,090	12,432	11,521	18,778	25,095	17,966	22,086	22,958	-	-	-	
		Sales units (unit)	453,470	394,636	429,731	380,884	629,364	751,681	608,515	560,198	694,219	-	-	-	
		Number of members (member)	1,852	1,948	2,005	2,037	2,036	2,113	2,032	2,103	2,104	-	-	-	
	Fashion Resale	BtoB business	Transaction amount ※1 (million yen)	11,136	13,977	12,640	14,262	13,021	13,745	12,034	13,806	14,705	-	-	-
			Items listed (item)	281,383	319,243	313,864	360,281	367,149	435,816	355,045	359,051	354,115	-	-	-
			Items sold (item)	189,124	217,280	204,934	237,418	251,560	261,764	216,488	226,772	237,893	-	-	-
			Number of members (member)	5,029	5,281	5,590	5,871	6,110	6,310	6,501	6,883	7,230	-	-	-
Business targeting C	Transaction amount ※1 (million yen)	2,533	5,725	4,424	5,165	5,081	4,339	4,396	5,382	5,396	-	-	-		
Mobility & Energy Segment	Automobile	Auction related	Transaction amount (million yen)	124,533	129,674	125,147	120,143	133,723	138,044	144,598	143,731	161,265	-	-	-
		Total vehicles sold/bought (unit)	135,464	133,817	128,181	126,595	135,289	141,358	141,796	134,647	148,030	-	-	-	
	Membership fee	Number of members (member)	15,143	15,309	15,377	15,501	15,638	15,824	15,996	16,056	16,131	-	-	-	
	Inspection fee	Vehicles inspected※2 (unit)	336,136	343,717	346,698	369,754	370,621	398,024	394,399	417,178	418,773	-	-	-	

* 1 The transaction amount of acquired Defactostandard, Ltd. and JOYLAB, inc. has been consolidated and disclosed since 2Q in 2024.

* 2 Total number of used cars and motorcycles inspected.

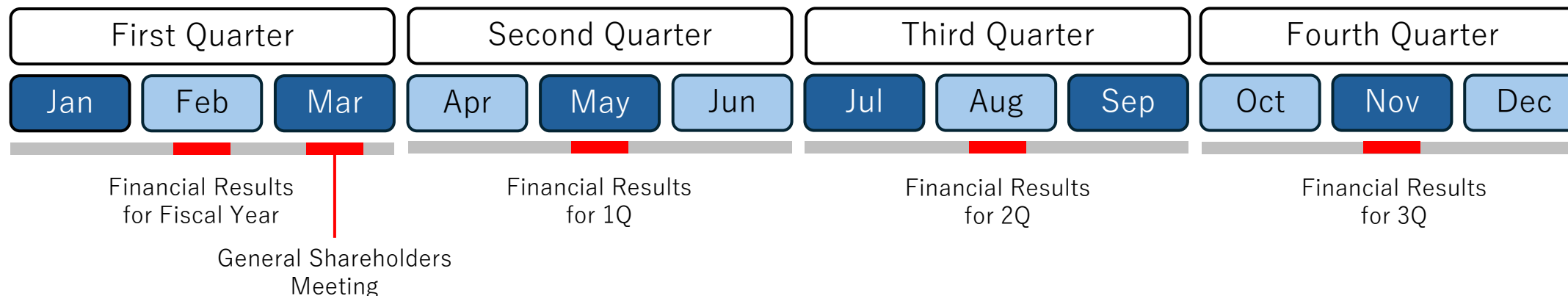


Schedule for Announcement of Financial Results for the Second Quarter of FY2026

Early-August

*implemented on 7th August last year

Annual Schedule





Trade name	AUCNET INC.
Date of start of business	June 29, 1985
Head office	Aoyama OM Square, 5-8 Kita-Aoyama 2-chome, Minato-ku, Tokyo 107-8349, Japan
Closing date	December 31
Number of employees (consolidated)	1,119 (As of December 31, 2025)
Capital, etc.	1,807 million yen (As of December 31, 2025)

Aucnet's philosophy is “Authenticism”

We have always pursued the question, “What is authentic service?” and seek to provide services that help our partners achieve more efficient and secure transactions.

In the used car business and beyond, we will use the power of information to create a circular market in a wide variety of business fields in order to deliver “all kinds of valuable goods to people who need them.”

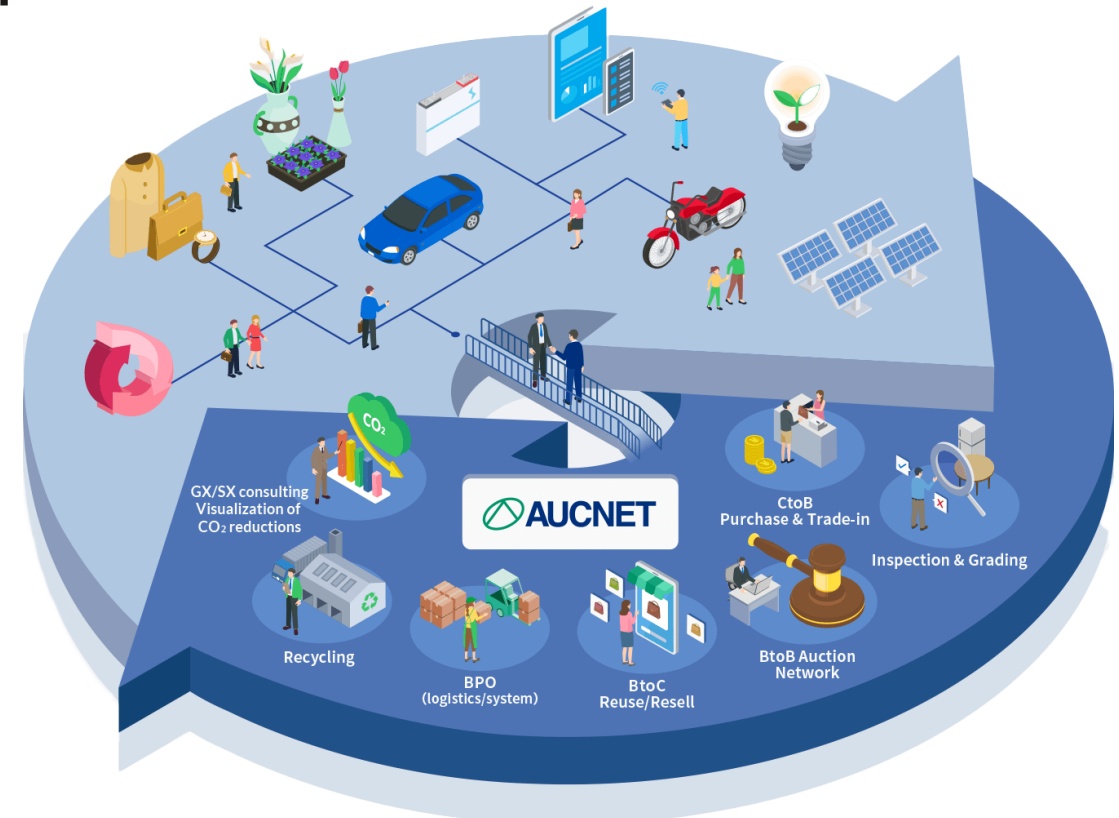
Market Design to Connect Values

Leveraging “circular commerce” to maximize our potential and create more customers around the world.
We are your market design partner.

By providing appropriate information to both sellers and buyers, we create what we call a “circular commerce market,” in which goods are repeatedly circulated. Since our establishment, we have always sought after providing authentic services that make changes for the better, not only in the industry, but in society as a whole.

Through market design, we will not only increase existing value but change to commercializing goods and things that have never been redistributed before. We will continue to find new values by co-creating with our partners who believe that “the life of a product continues even after it has been sold.”

We want to create a world where value is connected and reconnected over and over again with Aucnet.



Goals | Expand and promote international operations and consumer services

Constituent Businesses

Digital Product Business

- Major products handled
- Smartphones
 - PCs
-

Fashion Resale Business

- Major products handled
- Pre-owned luxury brand items
 - Apparel
 - Alcoholic beverages
-



Expand business opportunities in categories that are even closer to consumers

Business environment and assumptions | Expansion of the reused goods market | Growing interest in SDGs and sustainability

Auctions In and Outside Japan



- Aucnet handles pre-owned smartphones, PCs and tablet devices, and aims to further expand into additional product categories.
- We are focusing on strengthening our network of buyers, which now comprises more than **2,000 member companies**, outside Japan.* We have business bases in Hong Kong, United Arab Emirates (UAE) and the United Kingdom.



Data Erasure



- In 2010, we established Blancco Japan Inc. as a joint venture with Blancco Technology Group plc, which has the leading share of the global data erasure market.
- We provide services for the thorough erasure of data on IT-related devices sold at auction.



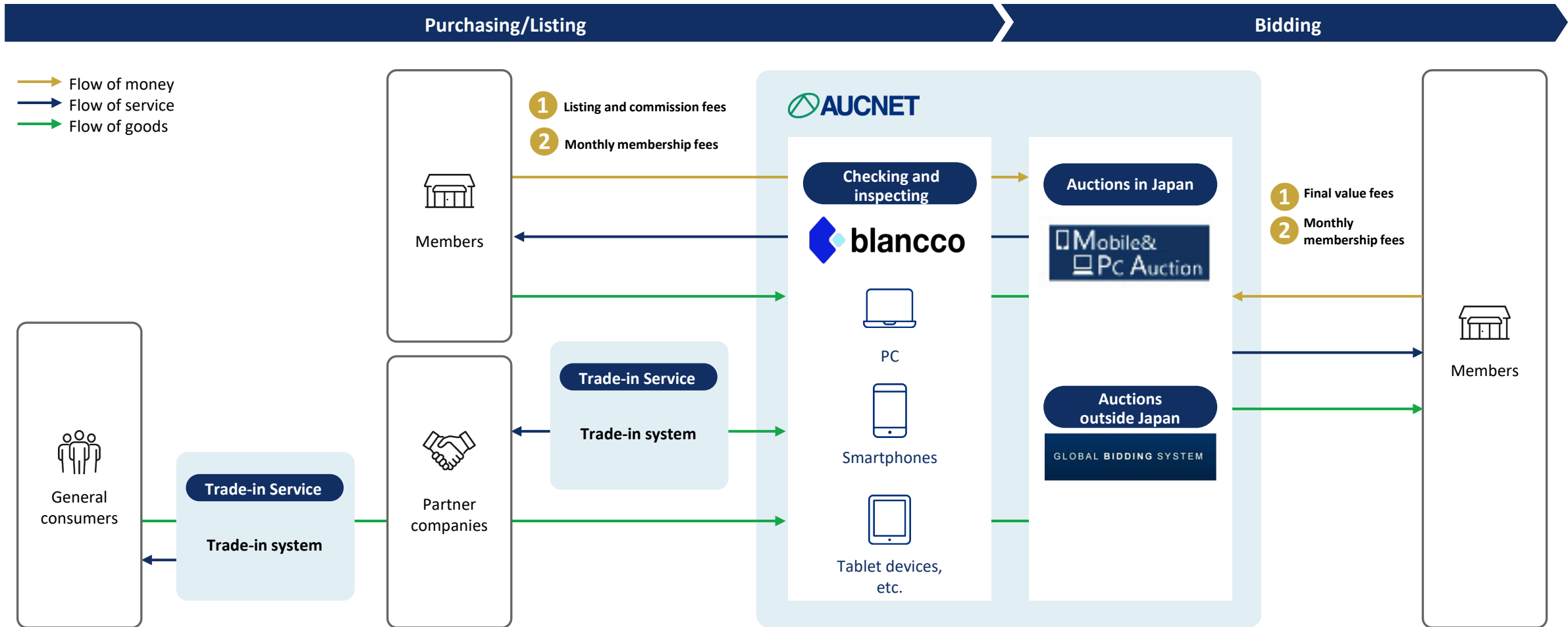
Trade-in Services

Trade-in System

- We provide software to guide the trade-in (purchase) of pre-owned devices for private individuals and corporate customers.
- Launching “Smart Trade for Business”, a digital device purchase service for business, in April 2025.



* As of December 31, 2025



Pre-owned luxury brand item auctions deployed by AUCNET INC.

BtoB



- The robust membership network we have built over the years comprises **6,800 members.***
- Industry-leading transaction volume of approximately **¥51,000 million.***



- High unit prices of items sold
- Many rare items listed

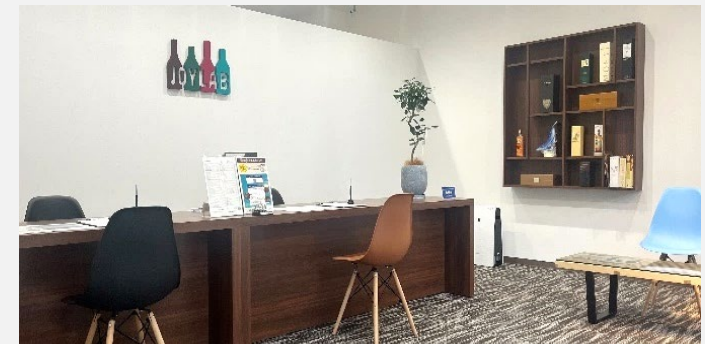


Alcoholic beverage purchase and sale services provided by JOYLAB, Inc.

Consumer services



- A leader in resale of alcoholic beverages in Japan
- In addition to **9 directly managed stores*** in major cities throughout Japan, JOYLAB has strong purchasing power resulting from its nationwide collection service and collaboration with Brandear stores.



Purchase and sales service for general consumers deployed by CircLuxe Inc.

Consumer services



- Purchase and sale of brand-name items including bags, watches and jewelry.
- In addition to **11 physical stores**,* primarily in Tokyo and Osaka; we are also developing an e-commerce site.



Brandear

- Handling a wide range of branded items, from high-end to casual.
- Multiple sales channels, primarily serving consumers.

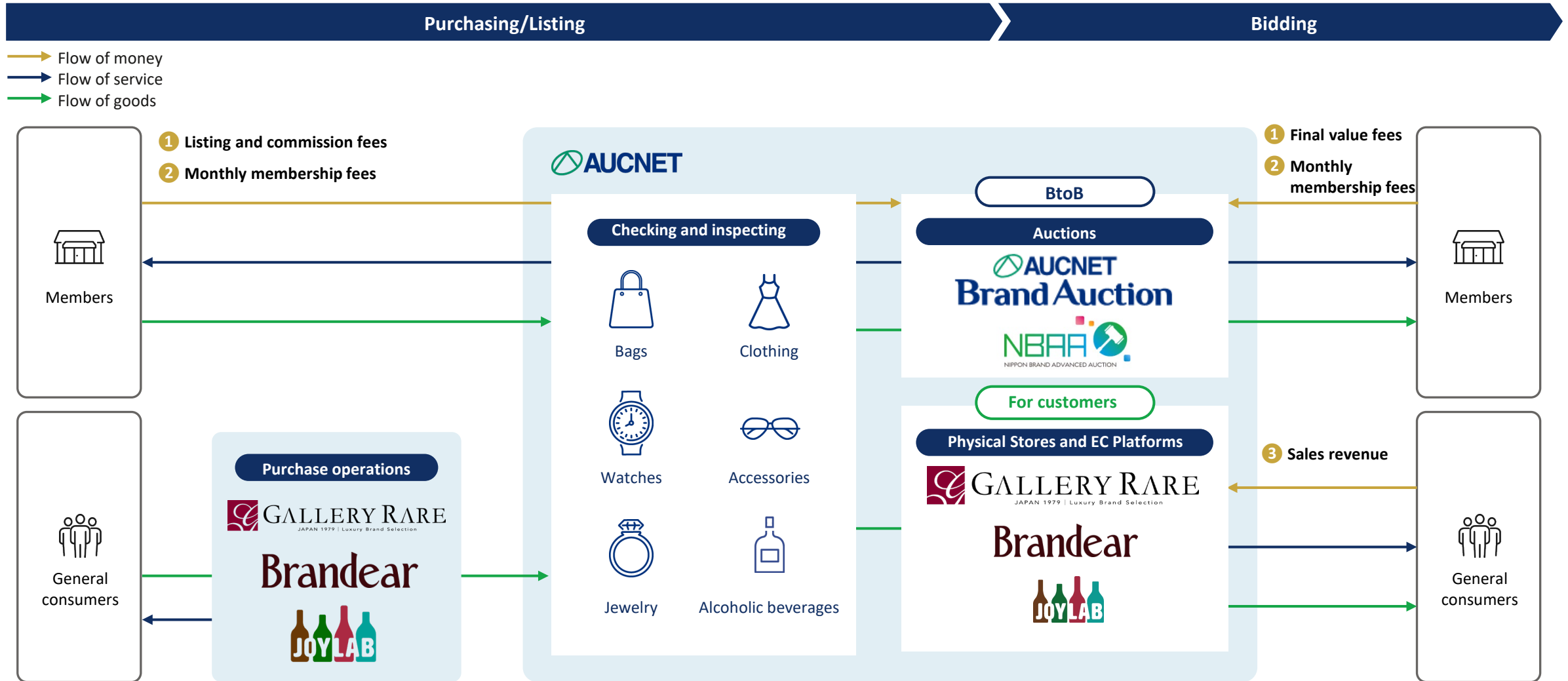
ブランド品売るなら
ブランドディアにお任せ
カンタン買取で現金化



Brandear Application

- An official application has launched in January 2026.
- You can purchase pre-owned luxury brand items from more than 50,000 items on the application.
- We support a wide range of needs, accepting items from over 6,000 different brands for purchase.





Goals | Expand and promote services in the next-generation mobility field

Constituent Businesses

Automobile Business

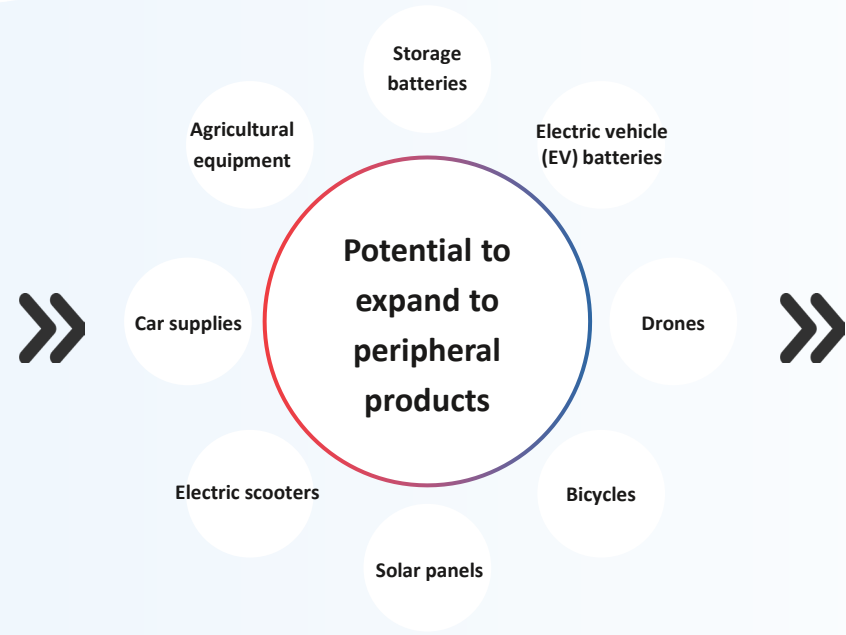
Major products handled

- Used automobiles

Motorcycle Business

Major products handled

- Used motorcycles



Contribute to the realization of a sustainable and efficient society

Business environment and assumptions | Technological innovations such as autonomous driving and electric vehicles | Diversification of mobility services



Automobile Business

Hosted by Aucnet

TVオークション

(Used car auctions)

- Many older, low-mileage vehicles and off-lease vehicles available for sale.
- Vehicles can be listed for sale without the need for relocation, and can be kept out-front at physical stores.



共有在庫市場

(Shared inventory market)

- Enables purchases from member inventories of **75,000*** vehicles throughout Japan at any time.

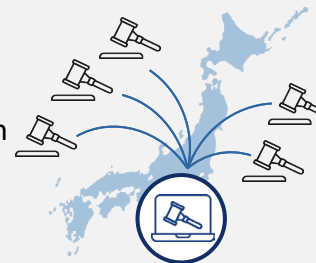


Networking with Other Industry Players

ライブオークション

(Live relay broadcast auctions)

- We partner with **77*** physical car auction venues throughout Japan to live broadcast events.



AUC 株式会社 アイオーク

(Buyer and seller agency services)

- Buyer and seller agency services in conjunction with **113*** physical vehicle auction venues throughout Japan.



Motorcycle Business

i-moto-auc

- An auction platform with over **4,000*** participating companies nationwide.

moto-auc RENTAL BIKE

- Nationwide motorbike rental business support service.

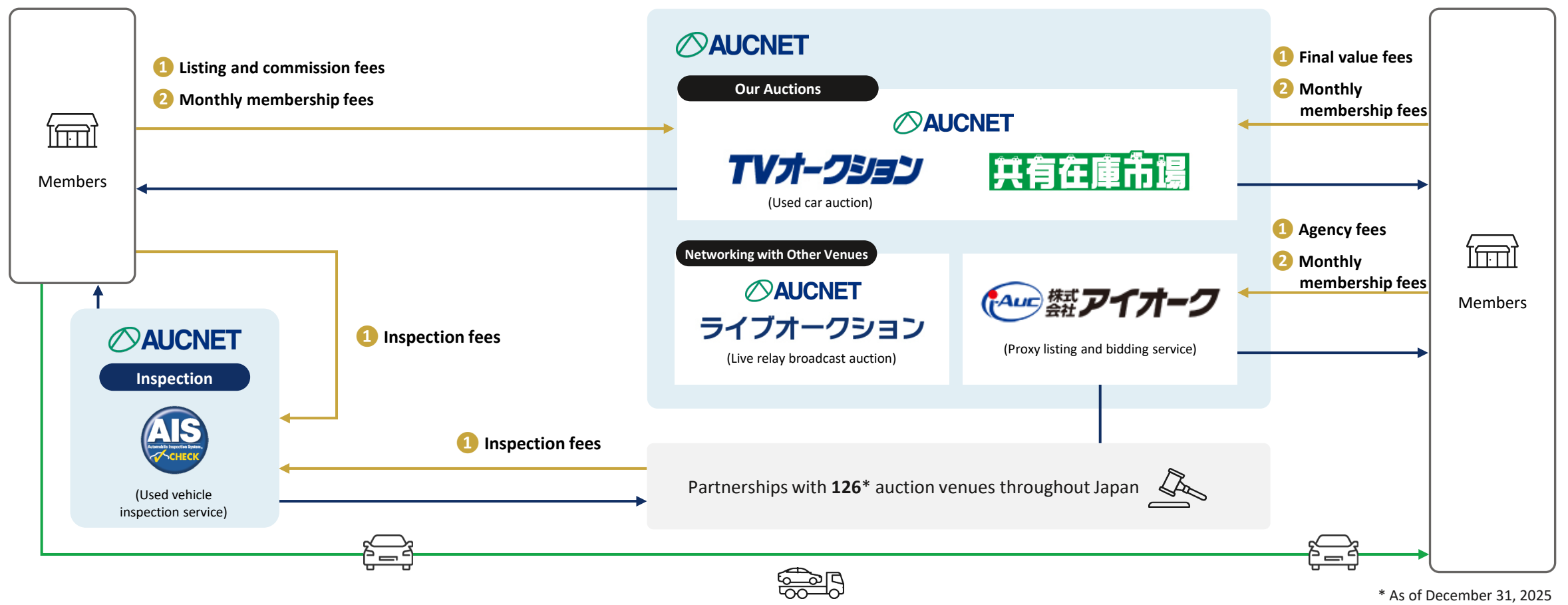


Used Vehicle Inspection Service

- AIS Inc. is an industry leader in used vehicle inspection.
- A team of approximately **240** inspectors* provides on-site inspection and evaluation services throughout Japan.

Listing Bidding

→ Flow of money
 → Flow of service
 → Flow of goods



* As of December 31, 2025

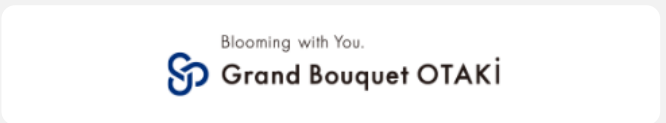
Agricultural Business



- Japan's only online flower market for completely remote purchasing.



- The only market in the Tokyo Metropolitan Central Wholesale Market that specializes in potted plants.



- A cutting-edge, large-scale phalaenopsis orchid cultivation facility that brings together advanced ICT and cultivation techniques.

Circular Commerce Business



- Consulting and BPO services that comprehensively support manufacturers and retailers in launching and engaging in circular commerce.



- Japan's only dedicated online auctions for used medical equipment.

The earnings forecast and other forward-looking statements herein are based on the information currently available and certain assumptions deemed reasonable by Aucnet Inc., and it does not guarantee its achievement. In addition, actual results may differ significantly from these forecasts due to a wide range of factors.

