

To Our Valued Stakeholders

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**Monthly Information for May 2025**

We are pleased to announce the monthly results of our " Group home visit purchase business ", "Group store purchase business " and "other purchase business " for May.  
 Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for June 2025 is scheduled for release on July 14, 2025.

**■ May Monthly Progress**

< **Group home visit purchase business** >

\*The previous year, 2024, is the result of BuySell alone, and from 2025, BuySell alone + Fuku-chan.

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

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	911	1,059	1,295	1,383	1,440		
YoY	154%	186%	192%	176%	164%		

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

**■ Number of visits**

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	27,465	30,897	36,957	<u>37,953*</u>	39,750		
YoY	138%	161%	156%	155%	153%		

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

(Full-year Number of visits plan: 436,000)

\* The number of visits for April 2025 published in the previous month has been corrected due to an error. There is no change in the percentage change from the previous year.

**■ Monthly Summary of group home visit purchase business**

- Purchases in May totaled 1,440 million yen, up 164% from the same month last year. This was due to the addition of REGATE's "FUKU CHAN" from this fiscal year, the number of visits exceeding the plan at both BuySell and REGATE, and the gross profit per visit also exceeding that of the same month last

year.

- As for the year-on-year growth rate of purchase amount (164%), the increase in May 2024 was due to the strengthening of purchase of some high-unit-price merchandise such as watches for the toC sales channel, while the purchase ratio of merchandise with high gross profit per unit was high in May 2025, and the estimated gross profit amount based on purchases in the month is progressing steadily compared to the plan.
- The number of visits in May increased significantly to 39,750, up 153% from the same month last year, due to a steady revisit rate of 12.7% for BuySell, steady progress in improving the revisit rate for REGATE (Fuku-chan) through the promotion of PMI, and an improvement in the conversion rate from inquiries to appointments through the enablement effect of the Inside Sales Department.

< Group store purchase business and other purchase business >

■Amount of purchases (Million yen)

FY2025	Jan <sup>*1</sup>	Feb	Mar	Apr <sup>*2</sup>	May	Jun	1H
A of purchases	2,415	2,535	3,015	3,082	3,299		
YoY	174%	170%	170%	142%	121%		

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

\*1 From this fiscal year, the purchase volume of Rext HD (excluding Fuku-chan, a home-visit purchase business) is reflected.

\*2 With the start of P/L consolidation of Musubi from April 2024, the purchase amount of the company is reflected.

■Number of Stores

Company name (Brand name)	Dec. 2024 (C)	Apr. 2025 (B)	May. 2025 (A)	increase or decrease (A)-(C)	increase or decrease (A)-(B)	Remark: Opening and Closing of Stores, etc.
BuySell Technologies (BuySell)	35	36	37	+2	+1	Ueno-MARUI
TIMELESS (Timeless Salon)	34	34	35	+1	+1	Chiba-SOGO
Four-Nine, direct management (WAKABA)	21	22	22	+1	-	
Four-Nine, franchises (WAKABA)	238	244	246	+8	+2	3 stores opened, and 1 store closed
NISSO (THIERRY, MAISON- THIERRY) )	6	7	6	-	-1	

MUSUBI (Kaitori-Musubi)	62	63	<b>63</b>	+1	-	
REGATE (FUKU CHAN)	20	22	<b>22</b>	+2	-	
NIKKOU-DOU (NIKKOU-DOU)	2	2	<b>2</b>	-	-	
Group total	418	430	<b>433</b>	+15	+3	

### **Monthly Summary of group store purchase business and other purchase business**

- In the group store purchase business, the number of customers visiting stores increased and unit prices remained steady due to continuous efforts to strengthen the acquisition of repeat customers, resulting in a 121% year-on-year increase to 3,299 million yen.
- Regarding the year-on-year growth rate of purchase amount (121%), the assumed gross profit amount in May 2025 in the group store purchasing business is progressing steadily compared to the plan, despite the temporary impact of the increase in customer attraction due to the sharp rise in the gold market price at Timeless in May of the previous year.
- The trend in the YoY change in purchase volume since April is mainly due to the start of Musubi's P/L consolidation from April 2024, which reflects the purchase volume of Musubi, and not due to a slowdown in the momentum of each store business in the group store purchasing business.
- Our store-opening plan is heavily weighted toward store openings in the second half of the fiscal year. Currently, we are on schedule to open 498 new stores, an increase of 80 stores from the end of the previous fiscal year.

**(note) The above results are preliminary and may be revised later. Figures in this document are unaudited.**

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### **Supplementary Explanation of Monthly KPIs (Reference)**

- The Group's business segment (recorded in the management accounts) consists of the "Group home-visit purchase business" and the "Group store purchase business" by purchase channel. The companies and service brands that comprise each business are as follows.
- The reason for disclosing "purchase volume" as a major KPI within the monthly Information is to disclose monthly business progress based on purchase results. Because our purchased merchandise is less susceptible to market fluctuations and has a stable gross margin, we believe that disclosing "Purchases" will help us determine a certain degree of monthly business progress momentum.
- On the other hand, "purchase volume" is part of the components of net sales and gross profit, and the final results will fluctuate depending on other KPIs (such as gross profit per visit and toC sales ratio) and inventory sales strategies.
- As Other supplementary information includes the monthly progress of "number of visits" and "number of stores" disclosed by business segment.

Business Segment	Company Name	Service Brand
Group home-visit purchase business	BuySell Technologies	home-visit purchase "BUYSELL"
	REGATE (Rext HD subsidiary)	home-visit purchase "FUKU CHAN"
Group store purchase business	BuySell Technologies	store purchase "BUYSELL"
	TIMELESS	General purchase salon "TIMELESS"
	Four-Nine	"Reuse Shop WAKABA"
	NISSO	"THIERRY" · "MAISON THIERRY"
	MUSUBI	"KAITORI-MUSUBI"
	REGATE (Rext HD subsidiary)	"FUKU CHAN" · " FUKU CHAN REUSTE"
	NIKKOU-DOU (Rext HD subsidiary)	"NIKKOU-DOU"(store purchase/home-visit)

\*Rext HD Corporation, which began profit and loss (P/L) consolidation in the current fiscal year, has seven subsidiaries. The operating companies are REGATE Corporation, which operates the "FUKU CHAN" home-visit purchase service, and NIKKOU-DOU Corporation, which operates "NIKKOU-DOU," a purchase service specializing in antiques, as well as other subsidiaries by function, such as shared services, marketing, and others. The other companies consist of subsidiaries by function, such as shared services and marketing.

#### **(Assumptions for KPI disclosure in each business)**

##### **Group home visit purchase business**

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

- The number of visits and the purchase amount are defined as key indicators of monthly progress in our main business, the home visit purchase business (on a non-consolidated basis). We define "number of visits" and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), home visit purchase business.
- With the start of PL consolidation of Rext Holdings from January 2025, monthly KPIs for the entire group's home-visit purchase business, including "FUKU CHAN" operated by REGATE, a subsidiary of Rext Holdings, are disclosed.

##### **Group store purchase business and other purchase business.**

###### **Disclose " Amount of purchases " and "Number of Stores" as monthly KPIs.**

- In addition to the Group's overall store purchase business (consolidated), this segment consists of home delivery purchasing, auction purchasing, and supplier purchasing. The "number of stores" and "amount of purchases" are disclosed KPIs that are important indicators of monthly progress in this business.

End.