# Full Year 2024 Results Briefing

February 14th, 2025 AUCNET INC. (TSE Prime Market: 3964)



# **Table of Contents**

1. Full Year 2024 Consolidated Financial Resu	ults P.2
2. Summary of Results by Segment	P.6
3. Detailed Results by Segment	P.10
4. Forecast of FY2025 Results	P.19
5. Topics	P.22
6. Reference	P.29

# 1. Full Year 2024 Consolidated Financial Results

- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# Full Year 2024 Consolidated Financial Results

- ➤ Although sales increased year on year due to the impact of acquisitions that was related to the Fashion Resale Business, the full-year consolidated earnings forecast was not achieved as transaction amount did not reach our expectations.
- Operating profit increased year on year due to favorable results in the Mobility & Energy Segment. As a result, the full-year consolidated earnings forecast was achieved.

(million yen)	FY2023	FY2024	YoY	FY2024 Revised Forecast (Aug 8, 2024)	Rate of Achievement
Net sales	43,303	55,910	+29.1%	58,000	96.4%
Operating profit	6,663	7,005	+5.1%	7,000	100.1%
Operating profit margin	15.4%	12.5%	-2.9pt	12.1%	
EBITDA*	7,449	7,879	+5.8%	-	-
Ordinary profit	6,755	7,207	+6.7%	7,090	101.7%
Profit attributable to owners of parent	4,368	4,485	+2.7%	4,508	99.5%
Basic earnings per share	175.79 Yen	188.44 Yen	+12.65 Yen	189.76 Yen	99.3%
Dividend per share	53.00 Yen	76.00 Yen	+23.00 Yen	57.00 Yen	-
Dividend payout ratio	30.1%	40.3%	+10.2pt	30.0%	-

\*EBITDA = Operating profit + Depreciation + Amortization of goodwill



# FY2024 Fourth Quarter Highlights (Non-Cumulative 3 Month Results)

Net Sales 15,467 million yen

 $Y_0Y + 39.8\%$ 

Operating Profit 1,394 million yen

YoY +12.5 %

Ordinary Profit

1,506 million yen

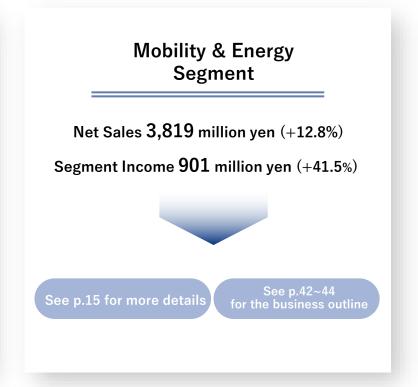
Profit Attributable to Owners of Parent 890 million yen

Lifestyle Product
Segment

Net Sales 10,888 million yen (+56.6%)

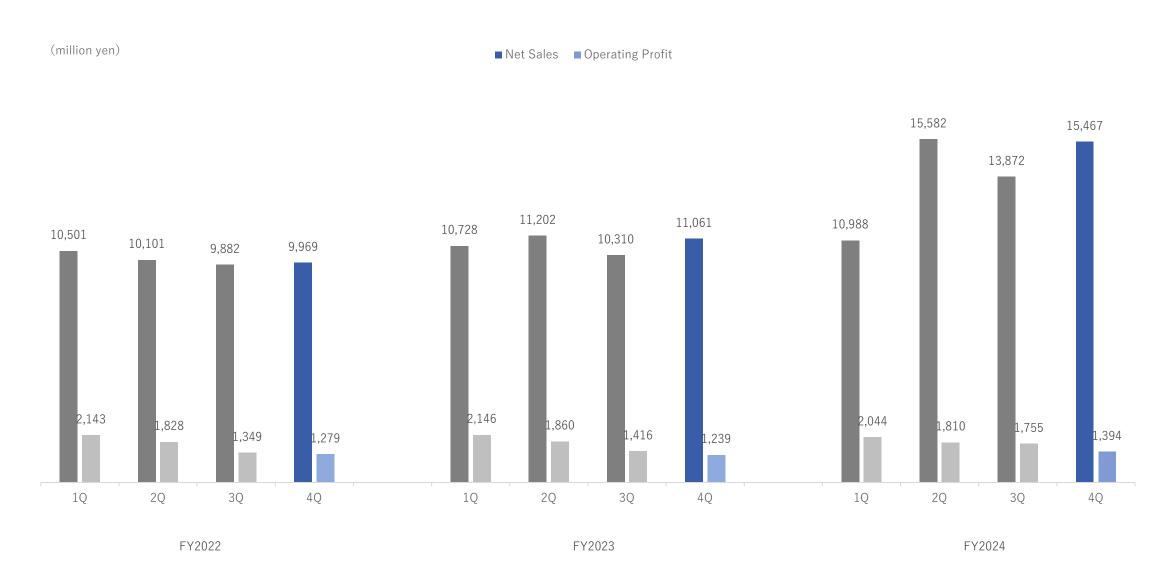
Segment Income 979 million yen (-13.3%)

See p.36-41 for the business outline





# FY2022~FY2024 Consolidated Financial Results by Quarter





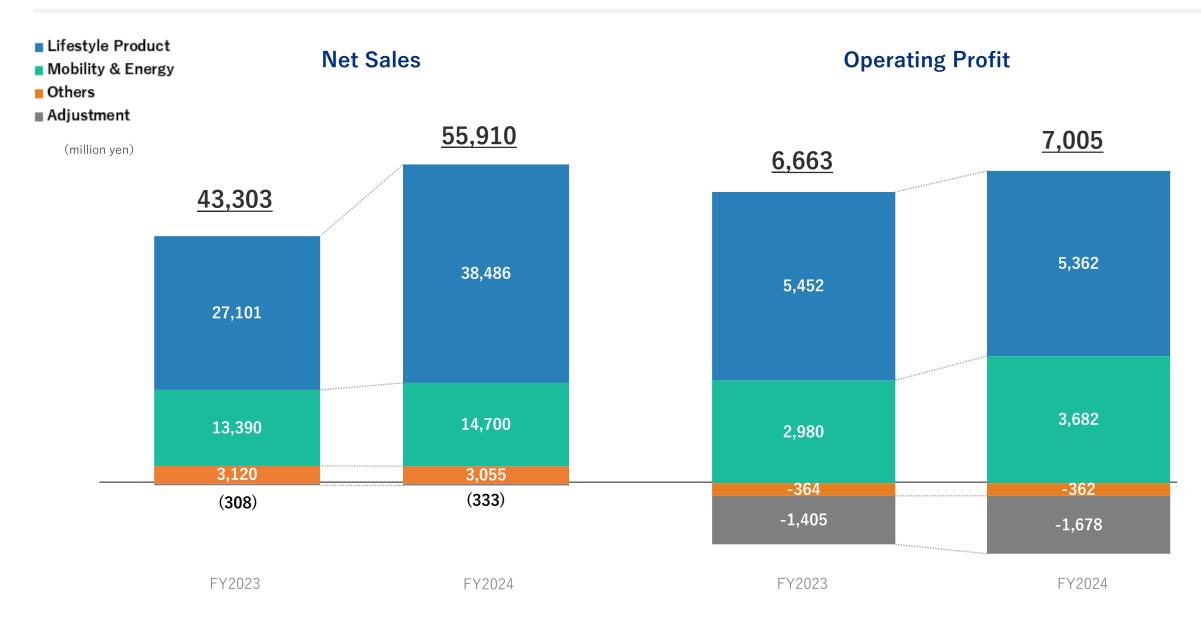
- 1. Full Year 2024 Consolidated Financial Results
- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# **FY2024 Cumulative Results by Segment**

Segment	(million yen)	FY2023	FY2024	YoY
Lifeatula Duaduat	Net Sales	27,101	38,486	+42.0%
Lifestyle Product	Operating profit	5,452	5,362	-1.6%
Mahility 9 Engyay	Net Sales	13,390	14,700	+9.8%
Mobility & Energy	Operating profit	2,980	3,682	+23.6%
Others	Net Sales	3,120	3,055	-2.1%
Others	Operating profit	-364	-362	-
Adjustment	Net Sales	-308	-333	-
Adjustment	Operating profit	-1,405	-1,678	-
Total	Net Sales	43,303	55,910	+29.1%
	Operating profit	6,663	7,005	+5.1%



# **FY2024 Segment Increase/Decrease**

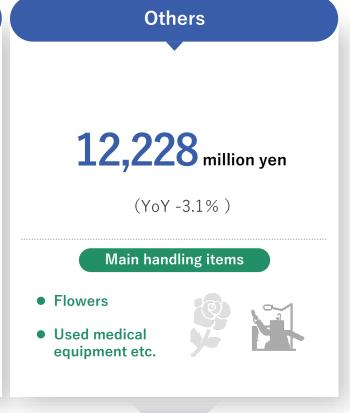




# **FY2024 Cumulative Transaction Amount by Segment**

# **Lifestyle Product Segment** 118,869 million (YoY + 21.1%)Main handling items Used smartphones Pre-owned luxury brand Used motorcycles (bags, watches, apparel, liquor etc.)

# Mobility & Energy Segment 510,371 million yen (YoY +13.4 %) Main handling items Used cars



Transaction Amount

641,469 million yen

(YoY + 14.3%)

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



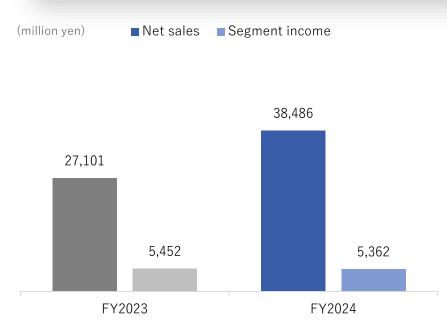
- 1. Full Year 2024 Consolidated Financial Results
- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# **FY2024 Cumulative Results**

# **Lifestyle Product Segment**

# Summary

- Sales increased and profit decreased year on year. (Net sales +42.0%, Segment income -1.6%)
- The Digital Product Business performed favorable due to an increase in the transaction amount along with the impact of weak yen in addition to an increase in the number of units sold led by strengthened coordination with our domestic suppliers. We have also promoted the establishment of new auction system and efficient operations of Asset Value Recovery.
- The Fashion Resale Business performed well due to an increase in transaction amount along with an increase in the number of members and items listed in the BtoB business.
- In the business targeting consumers, the result was sluggish due to weaker inbound demand and a decrease in market price of high-priced items despite an increase in transaction amount led by the acquisitions conducted in 2Q.



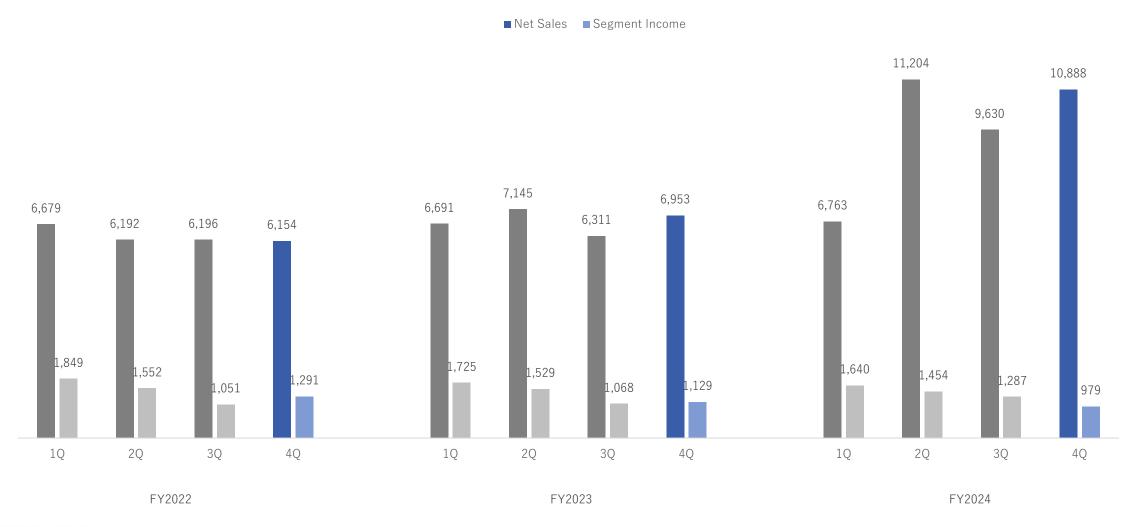
### **Net Sales Composition**

(million yen)	Main breakdown	FY2023	FY2024	YoY
Auction related revenues	Membership fees, commission fees, etc.	9,196	10,614	+15.4%
Product sales related revenues	Product sales in businesses targeting consumers, etc.	17,734	27,759	+56.5%
Other	BPO service, etc.	170	112	-34.1%
Inter-segment net sales or transfers		1	-	
Net Sales		27,101	38,486	+42.0%

# FY2022~FY2024 Results by Quarter

# **Lifestyle Product Segment**

(million yen)



# FY2024 Business KPI



# **Digital Product Business**

	FY2023	FY2024	YoY
Transaction amount (million yen)	42,394	49,003	+15.6%
Sales units (unit)	1,578,371	1,658,721	+5.1%
Number of members (member)	1,779	2,037	+14.5%

Due to improvements of member convenience by establishment of new auction system and impact of weak yen.

Due to improvements of operation efficiency for Asset Value Recovery as well as an increase in domestic suppliers and strengthened coordination with them.

Increased mainly in overseas members along with the enhancement of functions of overseas bases and use of digital marketing.



# FY2024 Business KPI



### **Fashion Resale Business**

			FY2023	FY2024	YoY
	Transaction amount	(million yen)	44,063	52,017	+18.1%
BtoB business	Items listed	(item)	1,066,733	1,274,771	+19.5%
	Items sold*	(item)	715,832	848,756	+18.6%
	Number of members	(member)	4,862	5,871	+20.8%
Business targeting C	Transaction amount	(million yen)	11,692	17,848	+52.6%

\*The number of items sold in AUC BRAND MALL has been included since the 1Q FY2024.

The transaction amount of acquired Defactostandard, Ltd. and JOYLAB, inc. has been reflected and consolidated since 2Q

Although, the average unit price of items sold showed a softening trend, transaction amount increased due to an increase in the number of items sold.

Favorable performance due to an increase in the number of new members and implementation of measures to facilitate use of services by existed members.

Favorable performance in line with an increase in the number of items listed.

Steady growth in the number of domestic and overseas members due to the enhanced support for new members and sales measures in overseas bases.

Transaction amount increased by the acquisitions conducted in 2Q, while inbound demand declined, and the sales of some high-priced items continued to be sluggish.

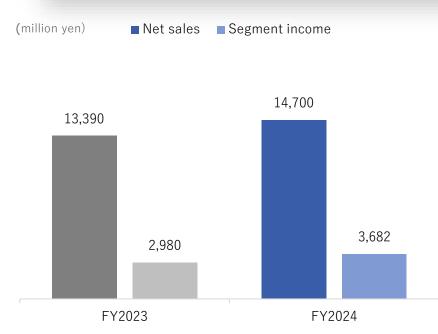


# **FY2024 Cumulative Results**

# **Mobility & Energy Segment**

# Summary

- Both sales and profit increased year on year. (Net sales +9.8%, Segment income +23.6%)
- The Automobile Business performed favorable due to a continuous increase in the number of vehicle inspected led by high inspection demand from a used vehicle listing platform throughout the year in addition to an increase in the number of members and auctions won in the proxy bidding service.
- The Motorcycle Business showed steady results with a favorable performance in our own auctions due to an increase in the number of auctions won by members who are major domestic dealers and exporters.



### **Net Sales Composition**

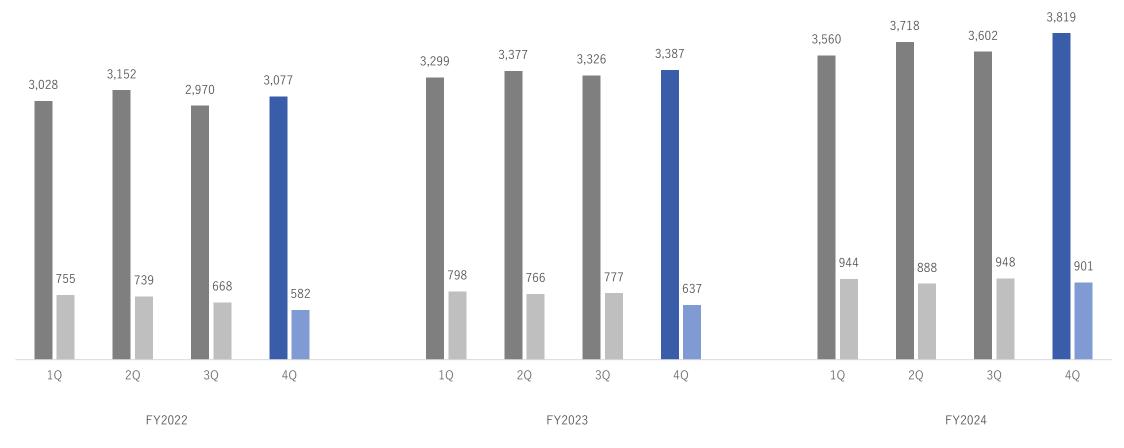
(million yen)	Main breakdown	FY2023	FY2024	YoY
Auction related revenues	Membership fees, commission fees, etc.	8,928	9,522	+6.6%
Product sales related revenues	Sale of vehicles in the company's inventory, etc.	435	560	+28.8%
Other	AIS inspection fees, etc.	4,026	4,618	+14.7%
Inter-segment net sales or transfers		-	_	
Net Sales		13,390	14,700	+9.8%

# FY2022~FY2024 Results by Quarter

# **Mobility & Energy Segment**

(million yen)





# FY2024 Business KPI



# **Automobile and Motorcycle Business**

Automobile		FY2023	FY2024	YoY
Transaction amount	(million yen)	442,137	499,499	+13.0%
Total vehicles sold/bought	(unit)	502,616	524,057	+4.3%
Number of members	(member)	15,142	15,501	+2.4%
Motorcycle		FY2023	FY2024	YoY
Transaction amount	(million yen)	8,077	10,872	+34.6%
Total vehicles sold/bought	(unit)	26,384	29,679	+12.5%
Number of members	(member)	2,624	2,622	-0.1%
Vehicles inspected*	(unit)	1,262,908	1,396,305	+10.6%

The number of auctions won at our own auctions and shared inventory market increased due to enhancement of sales in addition to favorable performance of the proxy bidding service.

The number of members for the proxy bidding service mainly showed steady growth due to strengthened contacts with customers.

Demand for used motorcycles in auctions remained high and the average unit price of vehicles sold rose in addition to the number of auctions won and vehicles sold.

An increase in the number of auctions won and vehicles sold by major domestic dealer and exporter members.

Almost unchanged

Inspection demand from a used vehicle listing platform remained high, and the number of annual inspections broke the record following the previous year.

<sup>\*</sup>Total number of used cars and motorcycles inspected.



Due to an increase in the number of vehicles sold at auction and the average unit price of vehicles sold continued to rise due to high demand for used vehicles

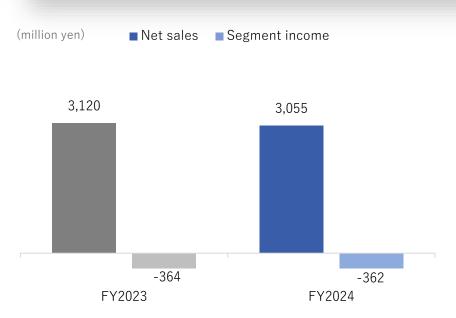
# **FY2024 Cumulative Results**



### **Others**

# Summary

- Sales decreased and profit increased compared to full-year results of the previous year.
  - (Net sales -2.1%, Operating loss in the previous year 364 million yen)
- In the Agricultural Business, the transaction amount was the same level as the previous year. This was led by higher average unit prices year on year despite the fewer number of flowers collected compared to the previous year. We have continued to focus on the expansion of the coverage in the Kansai base.
- In the Circular Commerce Business, we have promoted coordination with other partner companies as well as continuing the proof of concepts for office furniture distribution business. We have also determined to withdraw some of the unprofitable business to improve profitability.



### **Net Sales Composition**

(million yen)	Main breakdown	FY2023	FY2024	YoY
Auction related revenues	Membership fees, commission fees, etc.	1,233	1,220	-1.0%
Product sales related revenues	Negotiated sales, etc.	682	697	+2.2%
Other	BPO service, etc.	896	804	-10.2%
Inter-segment net sales or transfers		308	333	+8.1%
Net Sales		3,120	3,055	-2.1%



- 1. Full Year 2024 Consolidated Financial Results
- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# Forecast of FY2025 Consolidated Results

➤ We expect sales to increase and profit to decrease due to an increase in transitory costs (about 1.2 billion yen), though we expect our existed businesses to continue to grow.

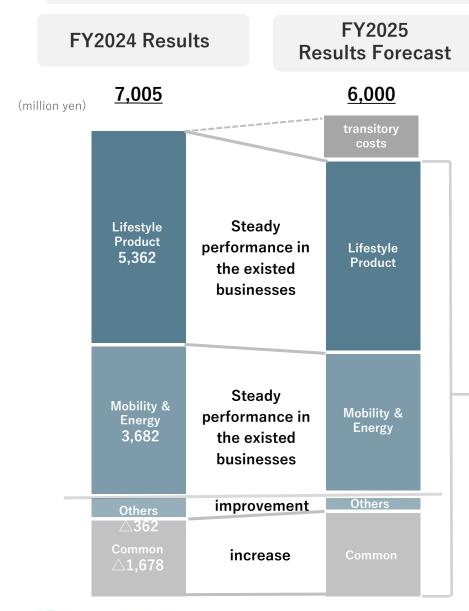
(million yen)	FY2024	FY2025	YoY
Net Sales	55,910	59,000	+5.5%
Operating profit	7,005	6,000	-14.3%
Operating profit margin	12.5%	10.2%	-2.4pt
Ordinary profit	7,207	6,020	-16.5%
Profit attributable to owners of parent	4,485	3,700	-17.5%
Basic earnings per share	188.44 yen	80.98 yen (161.96 yen)*	-
Dividend per share	76.00 yen	38.00 yen (76.00 yen)*	-
Dividend payout ratio	40.3%	46.9%	+6.6pt

<sup>\*</sup>Forecast of basic earnings per share and dividend per share for the fiscal year ending December 31, 2025 are stated with the adjusted figures considering a share split which is scheduled at the ratio of 2 shares for each common stock with an effective date of April 1, 2025.

The figures before considering the share split are stated within ().



# Forecast of FY2025 Consolidated Results Operating Profit Increase/Decrease



Factors of increase/decrease by segment

### Lifestyle Product

### **Digital Product Business**

 Conducting enhancement and automation of operation center functions in response to the GIGA school program

### **Fashion Resale Product Business**

• Integration of operating functions and structural reform of business targeting consumers transitory approx. -700 million yen

### **Mobility & Energy**

• Amortization in line with the introduction of the core system and membership website approx. -200 million yen

### **Group-wide**

Base salary increases

approx.-200 million yen

- Introduction of stock-based compensation plan for employees
- 40th anniversary-related measures etc.

transitory

approx.-500 million yen

### **Others**

Mitigating loss by withdrawing from unprofitable businesses
 approx. +200 million yen

Assuming an increase in transitory costs of about 1.2 billion yen



- 1. Full Year 2024 Consolidated Financial Results
- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# **Enhancement of Shareholders' Return and Introduction of Stock Compensation Plan for Employees**

- 1 Increase in Dividend Payout Ratio (30%→40% or more)
  - 2 Share Repurchase 1,430,000 shares (maximum)
  - **3** Share Split (1:2)

4 Introduction of Stock-based Compensation Plan for Employees

# **Stakeholders**

# Shareholders/ Investors

- Enhancing shareholders return
- Increase in liquid shares
- Promoting entry of individual investors

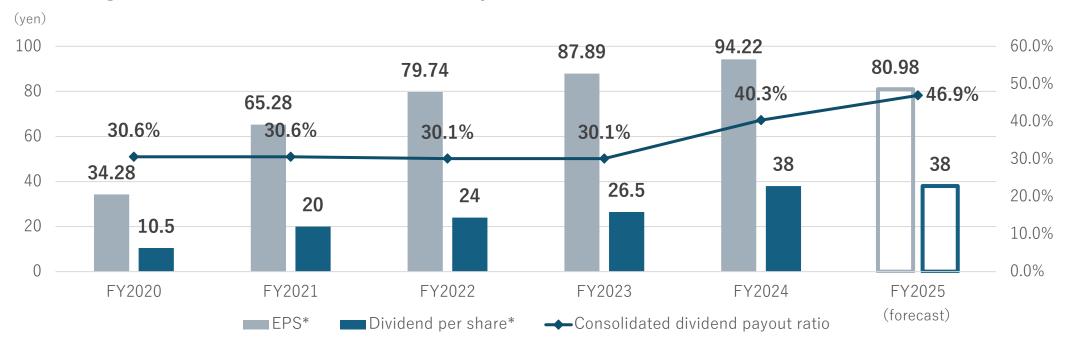
# **Employees**

- Improving employee engagement
- Awareness improvement of business performance and share prices



# Changes to the Dividend Policy (Increase in Dividend Payout Ratio)

- ▶ Dividend per share for the FY2024 is 76 yen (YoY +23 yen) without considering the share split, which is a significant increase.
- ➢ Going forward, we will enhance shareholders' return by rising the dividend payout ratio from 30% to 40% or more.
- Forecast of dividend per share for the fiscal year ending December 31, 2025 is 38 yen (76 yen before considering the share split), which is practically the same amount of the one in FY 2024.



<sup>\*</sup> Share split at the ratio of 2 shares for each common stock is scheduled with an effective date of April 1, 2025. EPS and dividend per share even for the period prior to such share split are stated with the adjusted figures considering such share split.



# **Share Repurchase**

➤ As part of our capital policy, we will conduct the share repurchase through the Tokyo Stock Exchange Off-Auction Own Share Repurchase Trading System (ToSTNeT-3).

### **Outline**

Total number of shares to be repurchased

Common stock 1,430,000 shares (maximum)
Ratio to the total number of shares issued and outstanding(excluding treasury shares): 5.89%

4,500 million yen (maximum)

Total purchase price

Period

From February 18, 2025 to February 20, 2025

Method

Purchases through the Tokyo Stock Exchange Off-Auction Own Share Repurchase Trading System (ToSTNeT-3)

Policy including disposal of shares

The policy on the disposal of treasury shares, etc., has not yet been determined as of today.

### Reference

	<u>Number of share</u> <u>acquired(percentage*)</u>	Acquisition price
FY2022	300,000 shares(1.07%)	<b>475,207</b> thousand yen
FY2022	<b>1,500,000</b> shares(5.36%)	2,661,000 thousand yen
FY2023	<b>2,567,600</b> shares(9.70%)	3,543,288 thousand yen

<sup>\*</sup>The percentage to the total number of shares issued and outstanding at the time of purchase is rounded to two decimal places.



# **Share Split**

We will conduct a share split with the aim of providing an environment that makes it easier for more investors to invest by reducing the amount per investment unit of our company's shares and improve the liquidity of our company's shares and expanding our range of investors.

## Outline

# Record Date: Mar.31

Total number of shares issued and outstanding

24,763,200 shares

Split at the ratio of 2 shares for 1 share

# **Effective Date: Apr.1**

Total number of shares issued and outstanding

49,526,400 shares

# **Amount of Share Capital**

There are no changes to the total number of shares authorized or the amount of share capital.

### Dividend

As the effective date of this share split is scheduled on April 1, 2025, the year-end dividend for the fiscal year ending December 31, 2024, for which the record date is December 31, 2025, will be calculated based on the number of shares held before the share split.

### **Shareholder Benefits**

The current shareholder benefits will continue for shareholders recorded in the list of shareholders as of December 31, 2024, and the future shareholder benefits are currently under discussion.



# Disposal of Treasury Shares in line with Introduction of a Stock-based Compensation Plan for Employees

- We will introduce a stock-based compensation plan for employees with purposes of improving employee engagement and awareness of business performance and company's share prices as well as further sharing of values with our shareholders.
- > In accordance with the introduction of the plan, we will dispose of the treasury shares as stock grants through the employee shareholding association.

## Outline

Stock Compensation Plan for Employees

**Outline of the Disposal** 

Impacts of the Disposal

Up to 1,119 employees will be granted this benefit. \*1

Pattern A: 200 shares
Pattern B: 50 shares
Pattern C: 12.5 shares

Disposal of a maximum of 109,012.5 shares \*2 on April 16, 2025 is planned.

0.44% dilution to the total number of shares issued and outstanding of 24,763,200 shares\*3



<sup>\*1</sup> The number of shares granted will be adjusted in accordance with the share split ratio after the share split takes effect.

<sup>\*2</sup> The number of shares disposed will be 218,025 shares after the share split takes effect, and they will be disposed by this disposal of treasury shares.

<sup>\*3</sup> As of December 31, 2024

# Formulation of Our Medium-Term Management Plan, Blue Print 2027

- We have formulated our new medium-term management plan, Blue Print 2027 covering the three years from 2025 to 2027 taking into account the progress by 2024.
- > Please refer to our company's website for more details.

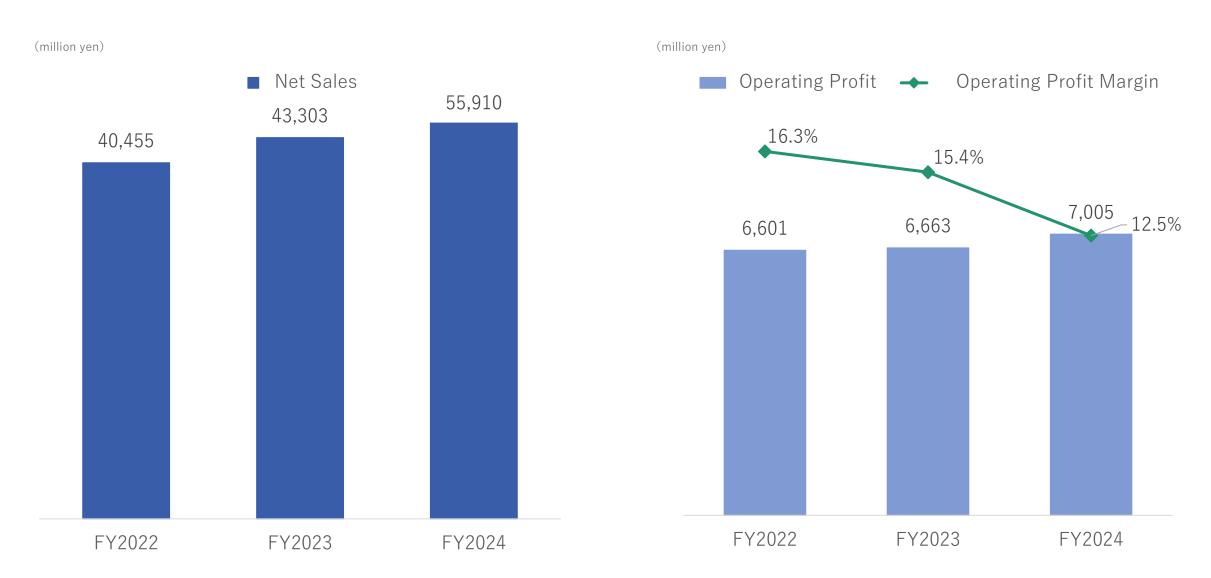
https://ir.aucnet.co.jp/en/ir/library/library3271608482256085248.html





- 1. Full Year 2024 Consolidated Financial Results
- 2. Summary of Results by Segment
- 3. Detailed Results by Segment
- 4. Forecast of FY2025 Results
- 5. Topics
- 6. Reference

# FY2022~FY2024 Consolidated Results by Fiscal Year





# **Consolidated Balance Sheets & Statements of Cash Flows**

Assets (million yen)	FY2023 end of December	FY2024 end of December	Increase/ Decrease
Current assets	30,953	33,537	+2,584
Cash and deposits	19,572	16,980	-2,592
Due from auction members	3,892	4,978	+1,085
Other	7,487	11,577	+4,090
Non-current assets	6,711	10,503	+3,792
Property, plant and equipment	1,601	1,805	+204
Intangible assets	1,358	3,181	+1,822
Other	3,750	5,515	+1,765
Total assets	37,664	44,040	+6,376

Liabilities and net assets (million yen)	FY2023 end of December	FY2024 end of December	Increase/ Decrease
Current liabilities	12,119	14,510	+2,391
Due to auction members	7,631	9,340	+1,708
Other	4,487	5,170	+683
Non-current liabilities	3,233	3,363	+129
Retirement benefit liability	1,884	1,916	+31
Other	1,349	1,447	+97
Total liabilities	15,353	17,874	+2,521
Total net assets	22,310	26,166	+3,855
Total liabilities and net assets	37,664	44,040	+6,376

(million yen)	FY2023	FY2024	YoY
Cash flows from operating activities	5,116	4,853	-263
Cash flows from investing activities	-428	-3,474	-3,045
Cash flows from financing activities	-5,102	-4,066	+1,036
Cash and cash equivalents at end of period	19,572	16,980	-2,592



# **KPI**

					FY2022			FY2023				FY2024				
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	Digital Product S		Transaction amount	(million yen)	13,526	12,261	8,730	10,247	12,443	11,638	8,243	10,068	12,960	12,090	12,432	11,521
_			Sales units	(unit)	526,106	499,014	351,156	428,275	445,227	430,091	337,758	365,295	453,470	394,636	429,731	380,884
_ifesty			Number of members	(member)	1,044	1,132	1,240	1,337	1,359	1,541	1,674	1,779	1,852	1,948	2,005	2,037
Lifestyle Product Segment			Transaction amount	(million yen)	9,117	9,239	9,578	10,539	10,644	11,163	10,903	11,351	11,136	13,977	12,640	14,262
duct Se		BtoB business	Items listed	(item)	223,206	262,443	251,644	288,861	236,869	269,776	265,922	294,166	281,383	319,243	313,864	360,281
egmen	Fashion Resale		Items sold ※1	(item)	160,850	174,562	166,850	187,706	174,900	181,929	172,573	186,430	189,124	217,280	204,934	237,418
7	7		Number of members × 2	(member)	3,586	3,690	3,893	4,092	4,287	4,503	4,638	4,862	5,029	5,281	5,590	5,871
		Business targeting C	Transaction amount	(million yen)	2,747	2,544	2,912	2,582	2,812	3,033	2,909	2,936	2,533	5,725	4,424	5,165
	Auction related  So Automobile	Transaction amount	(million yen)	84,641	100,796	106,313	96,646	104,769	118,736	111,284	107,347	124,533	129,674	125,147	120,143	
Mobility		Auction related	Total vehicles sold/bought	(unit)	104,115	114,338	111,674	105,316	121,962	135,221	122,723	122,710	135,464	133,817	128,181	126,595
ility &		Membership fee	Number of members	(member)	14,663	14,706	14,847	14,949	14,999	15,091	15,155	15,142	15,143	15,309	15,377	15,501
			Transaction amount	(million yen)	1,813	2,228	2,267	1,963	2,112	2,227	2,301	1,437	2,267	2,955	2,726	2,921
Energy Motorcycle  Motorcycle	Auction related	Total vehicles sold/bought	(unit)	5,404	6,609	6,065	5,835	5,877	7,242	6,771	6,494	6,929	8,160	7,185	7,405	
ment		Membership fee	Number of members	(member)	2,678	2,641	2,647	2,652	2,646	2,655	2,647	2,624	2,616	2,601	2,604	2,622
		Inspection fee	Vehicles inspected※3	(unit)	269,476	268,758	262,791	284,997	318,348	307,586	303,764	333,210	336,136	343,717	346,698	369,754

<sup>\* 1</sup> The number of items sold in AUC BRAND MALL has been included since the 1Q FY2024.
\* 2 The number of overseas buyers has been included in the number of members since 3Q FY2022.
\* 3 Total number of used cars and motorcycles inspected.









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)	1,060 (As of December 31, 2024)
Capital, etc.	1,807 million yen (As of December 31, 2024)



# 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**

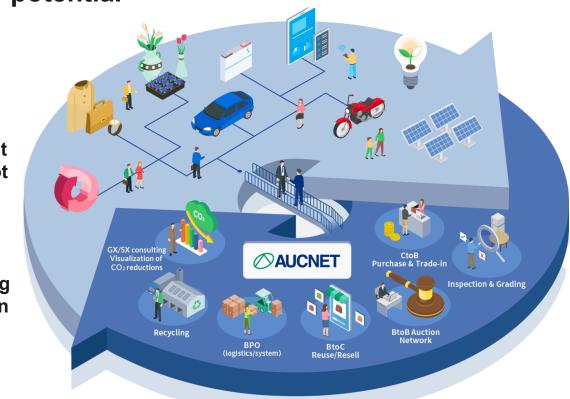
Leveraging "circular commerce" to maximize our potential and create more customers around the world.

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.



# **Segment Overview**



### **Expand and promote international operations and consumer services** Goals



**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

Home

goods

Antique coins

Toys

Daily

commodities

Media

products



# **Auctions In and Outside Japan**



Lifestyle Products

GLOBAL BIDDING SYSTEM

- 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.\* Building on our operations in Hong Kong, we established a branch in Dubai in November 2022.



### **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.

### **Partners**

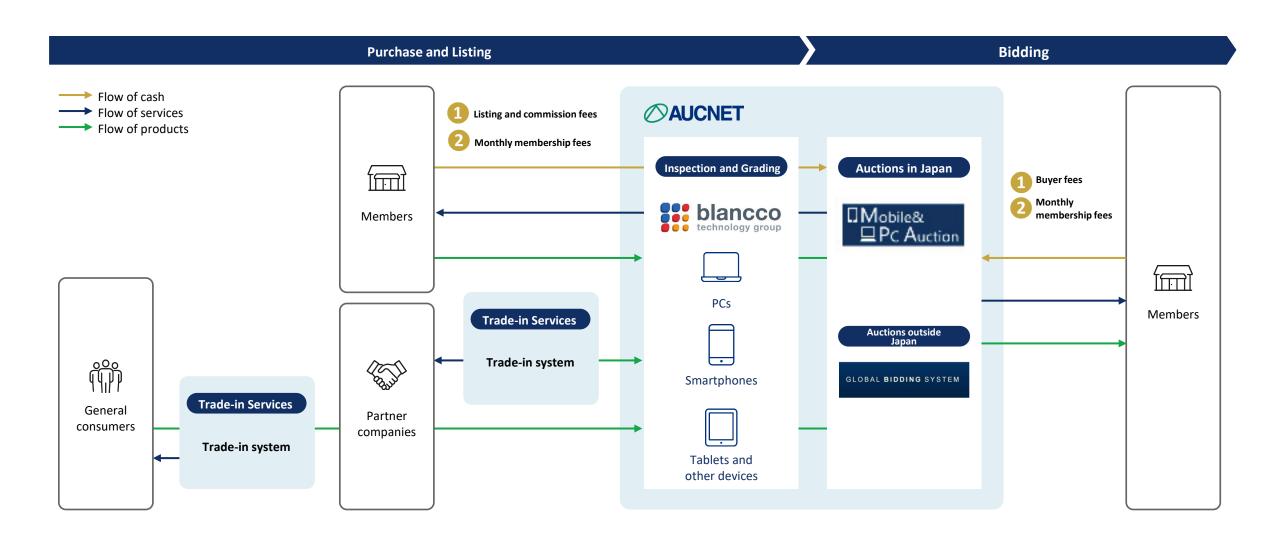
- · Senshukai Co., Ltd.
- Samsung Electronics Japan Co., Ltd.
- JCOM Co., Ltd.



\* As of December 31, 2024

Lifestyle Products





# Service Overview





### **BtoB**

# **OAUCNET Brand Auction**

- The robust membership network we have built over the years comprises 5,800 members.\*
- Industry-leading transaction volume of approximately ¥46,000 million.\*



### **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.



# VALTIQUE VINTAGE

- Launched in September 2022 as an e-commerce platform selling high-end brand and vintage items.
- Products are labelled with tags indicating reductions in CO<sub>2</sub> emissions and water use to highlight sustainability.





## Brand-name product purchase and sales service provided by Defactostandard, Ltd.



- The cumulative number of users of our purchase services has surpassed 4.2 million<sup>1</sup>
- Multiple sales channels, primarily serving consumers



	Purchase Services				
Delivery	Brandear				
In-store	<b>゚</b> ぬ゚ヺ゚ヺ゚゚゚ヺ゚゚゚゚ヺ゚゚゚゚゚゙ヺ゚゚゚゚゚゚゙゚゚゚ヺ゚゚゚゚゚゚゚゚				
Online	ブランディア <b>Bell</b>				
Partnership type <sup>2</sup>					
Sale Services					
Direct Brandear.com					
(In addition to the above, sales in collaboration with					

multiple online malls in and outside Japan.)

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



- A leader in resale of alcoholic beverages in Japan
- In addition to 10 directly managed stores\* in major cities throughout Japan, JOYLAB has strong purchasing power resulting from its nationwide collection service and collaboration with Brandear stores.

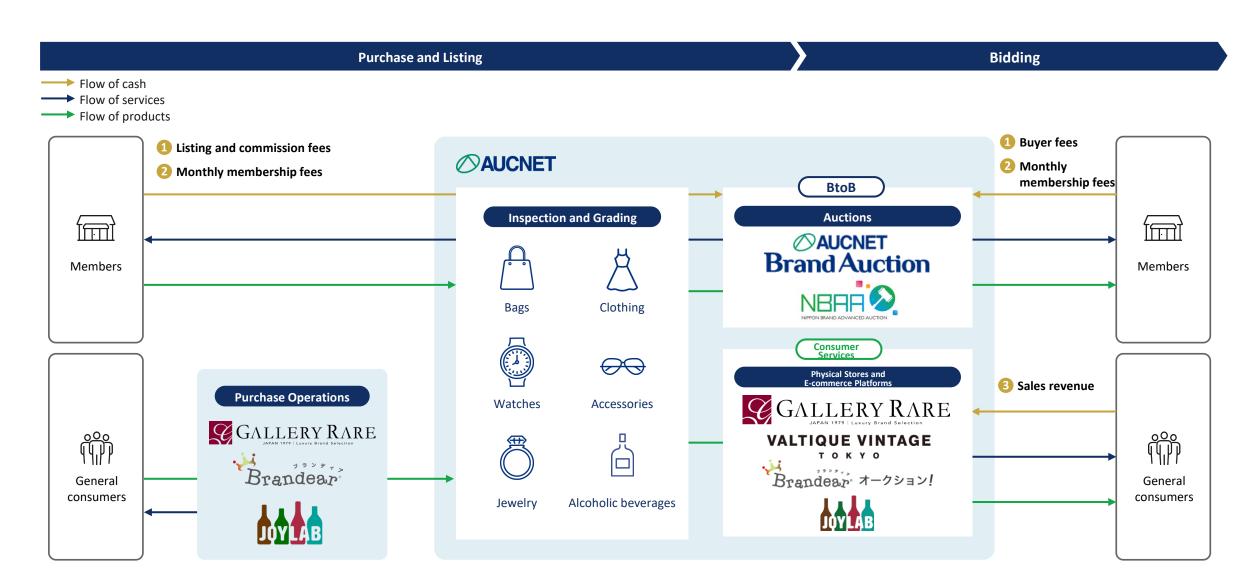


- 1. As of December 31, 2024
- 2. Purchase in collaboration with other companies

# **Business Model**







# **Segment Overview**



### Goals Ex

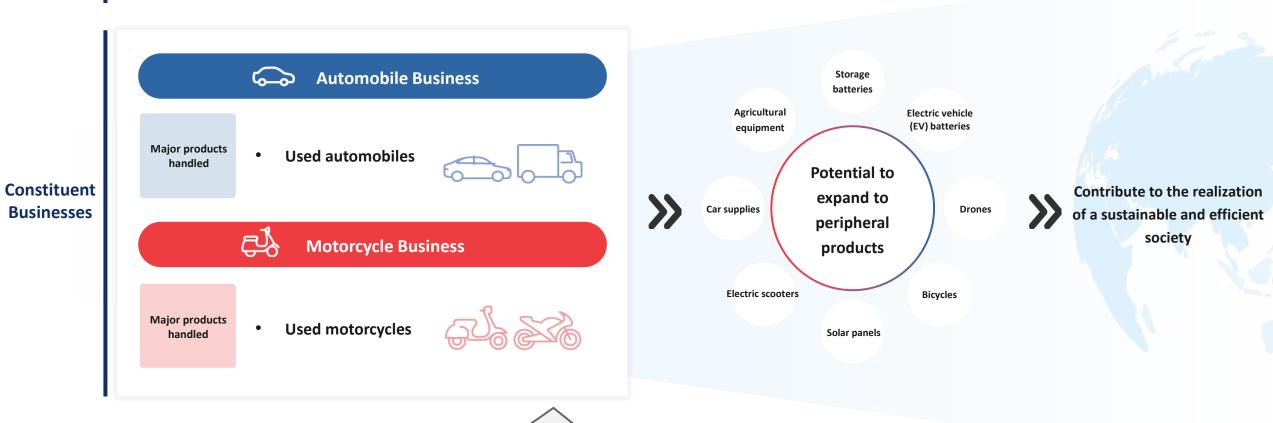
**Business environment and** 

assumptions

# Expand and promote services in the next-generation mobility field

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.





Enables purchases from member inventories of **67,000\*** 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.





(Buyer and seller agency services)

Buyer and seller agency services in conjunction with 112\* physical vehicle auction venues throughout Japan.



## **Motorcycle Business**



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



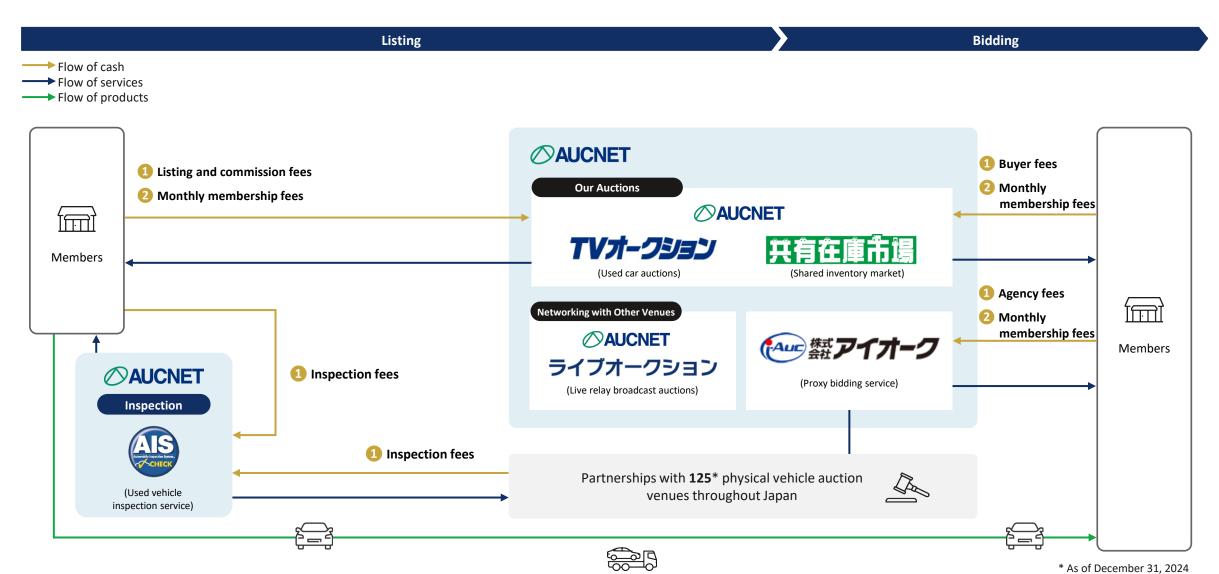
Nationwide motorbike rental business support service.



# **Used Vehicle Inspection Service**

- AIS Inc. is an industry leader in used vehicle inspection.
- A team of approximately 220 inspectors\* provides on-site inspection and evaluation services throughout Japan.







# **Service Overview**



# Agricultural Business

# **ba**\*net

 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.





 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.

