FY2025 Third Quarter Results Briefing

November 11th, 2025
AUCNET INC.
(TSE Prime Market : 3964)

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FY2025 Third Quarter Cumulative Consolidated Financial Results

- Both sales and profit increased year on year due to a continued favorable performance in the Lifestyle Products segment.
- One-time costs including the cost associated with the release of BASE, the new core system, and relocation of operating center incurred.
- An impairment loss on goodwill at JOYLAB, inc. and gains on the sale of strategic holdings were recorded.

(million yen)	FY2024 3Q	FY2025 3Q	YoY	FY2025 Revised Forecast (Aug 7, 2025)	Rate of Progress
Net Sales	40,443	**47,481**	+17.4%	62,000	76.6%
Operating profit	5,610	**8,038**	+43.3%	8,200	98.0%
Operating profit margin	13.9%	**16.9%**	+3.1pt	13.2%	
EBITDA*	6,304	**8,842**	+40.2%	-	-
Ordinary profit	5,700	**8,023**	+40.7%	7,900	101.6%
Profit attributable to owners of parent	3,594	**4,562**	+26.9%	5,100	89.5%

* 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)

FY2025 Third Quarter Highlights (Non-Cumulative 3 Month Results)

Net Sales
14,948 million yen
YoY +7.8%

Operating Profit
2,201 million yen
YoY +25.5 %

Ordinary Profit
2,306 million yen
YoY +34.6 %

Profit Attributable to Owners of Parent
859 million yen
YoY -17.6 %

Lifestyle Products

Net Sales 10,301 million yen (+7.0%)

Segment Income 1,723 million yen (+33.8%)

See p.11 for more details

See p.29-34 for the business outline

Mobility&Energy

Net Sales 4,018 million yen (+11.6%)

Segment Income 981 million yen (+3.6%)

See p.15 for more details

See p.35-37 for the business outline

Other

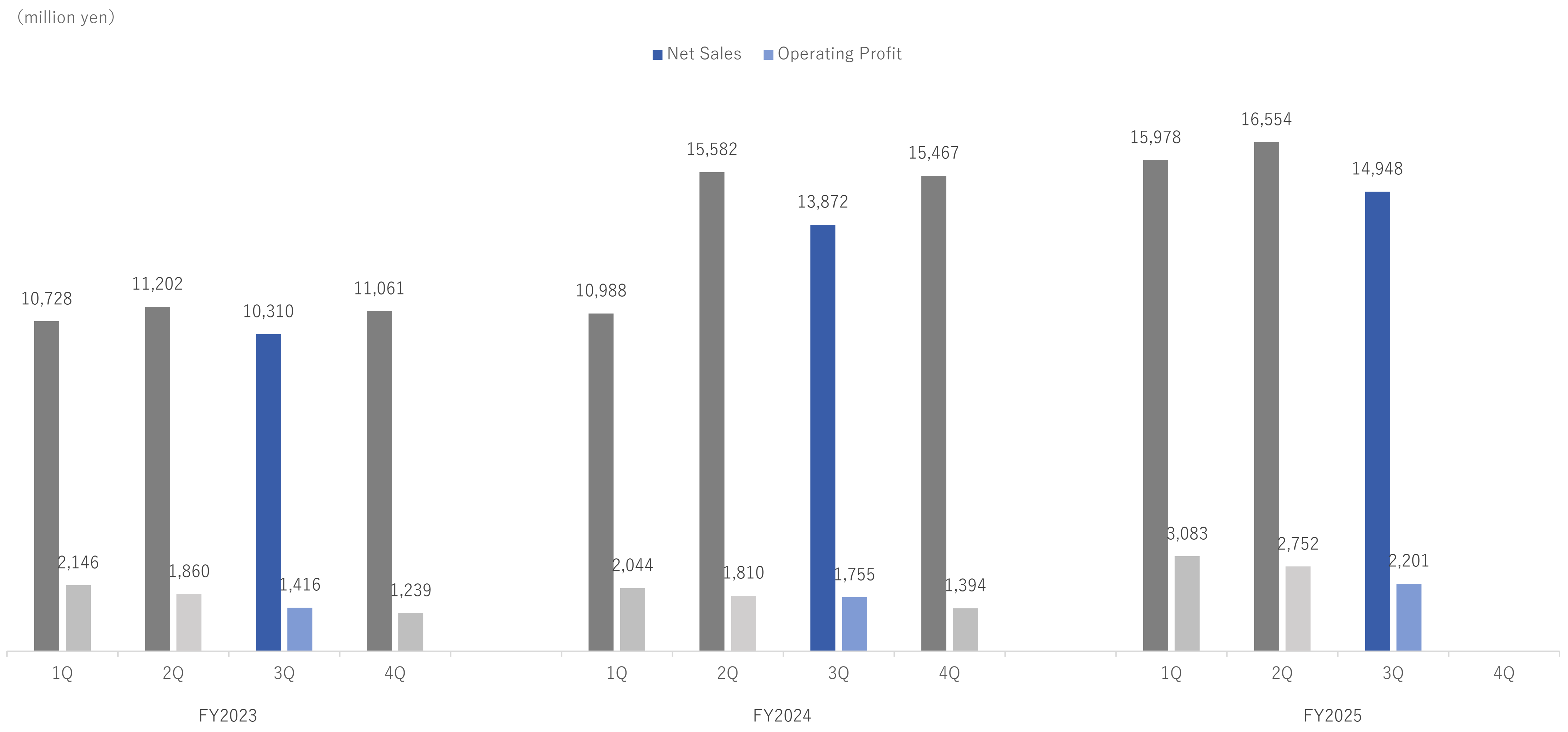
Net Sales 755 million yen (+4.9%)

Segment Income -98 million yen (-)

See p.18 for more details

See p.38 for the business outline

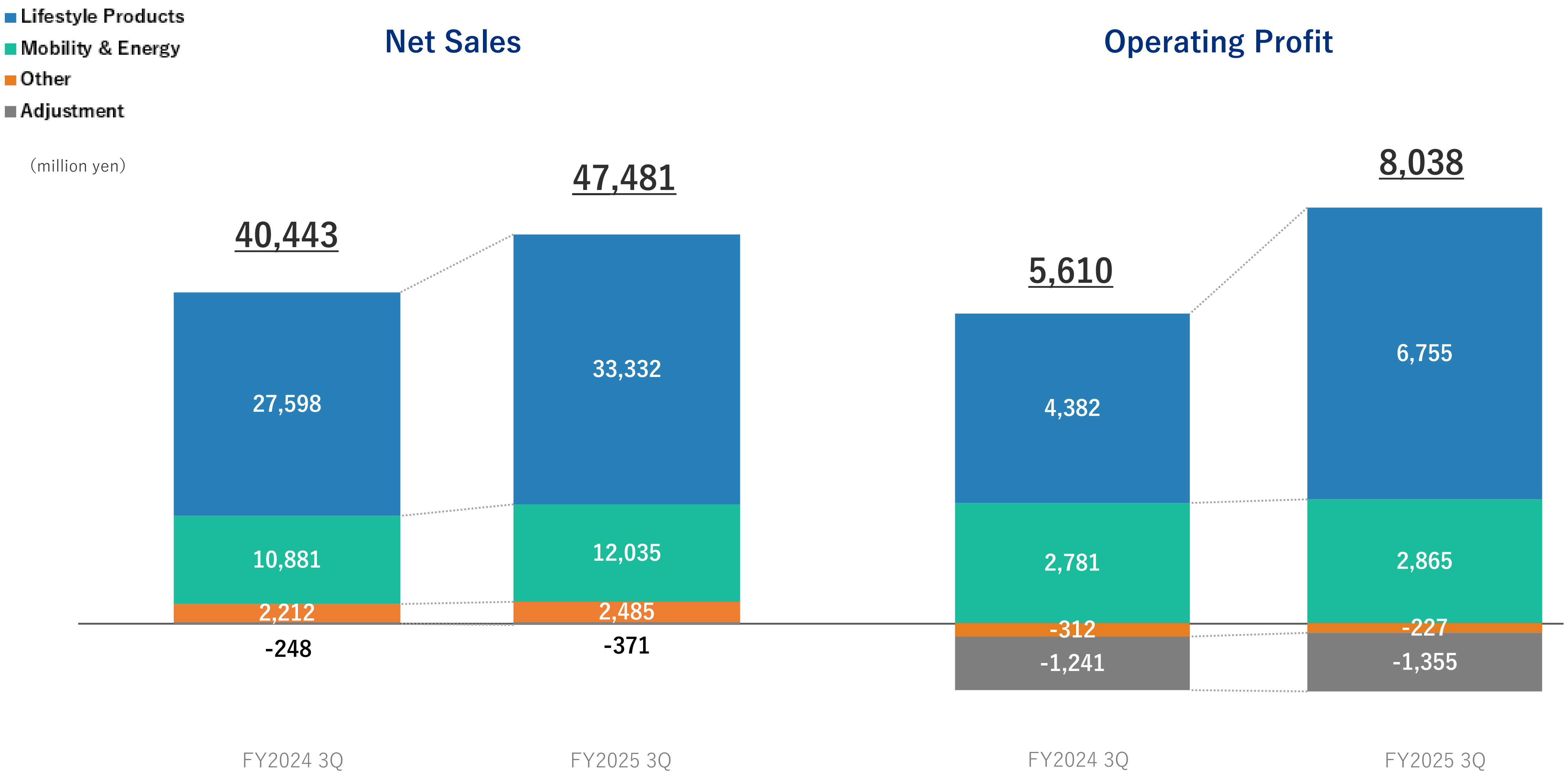
FY2023～FY2025 Consolidated Financial Results by Quarter



FY2025 Third Quarter Cumulative Results by Segment

Segment	(million yen)	FY2024 3Q	FY2025 3Q	YoY
Lifestyle Products	Net Sales	27,598	**33,332**	+20.8%
	Operating profit	4,382	**6,755**	+54.1%
Mobility & Energy	Net Sales	10,881	**12,035**	+10.6%
	Operating profit	2,781	**2,865**	+3.1%
Other	Net Sales	2,212	**2,485**	+12.3%
	Operating profit	-312	**-227**	-
Adjustment	Net Sales	-248	**-371**	-
	Operating profit	-1,241	**-1,355**	-
Total	Net Sales	40,443	**47,481**	+17.4%
	Operating profit	5,610	**8,038**	+43.3%

FY2025 Third Quarter Segment Increase/Decrease



FY2025 Third Quarter Cumulative Transaction Amount by Segment

Lifestyle Products

114,460 million yen

（YoY +30.2%）

Main handling items

- Used smartphones
- Pre-owned luxury brand items
（bags, watches, apparel, liquor etc.）

Mobility&Energy

425,928 million yen

（YoY +10.0 %）

Main handling items

- Used cars
- Used motorcycles

Other

8,472 million yen

（YoY -4.9% ）

Main handling items

- Flowers
- Used medical equipment etc.

Transaction Amount | **548,861** million yen （YoY +13.4% ）

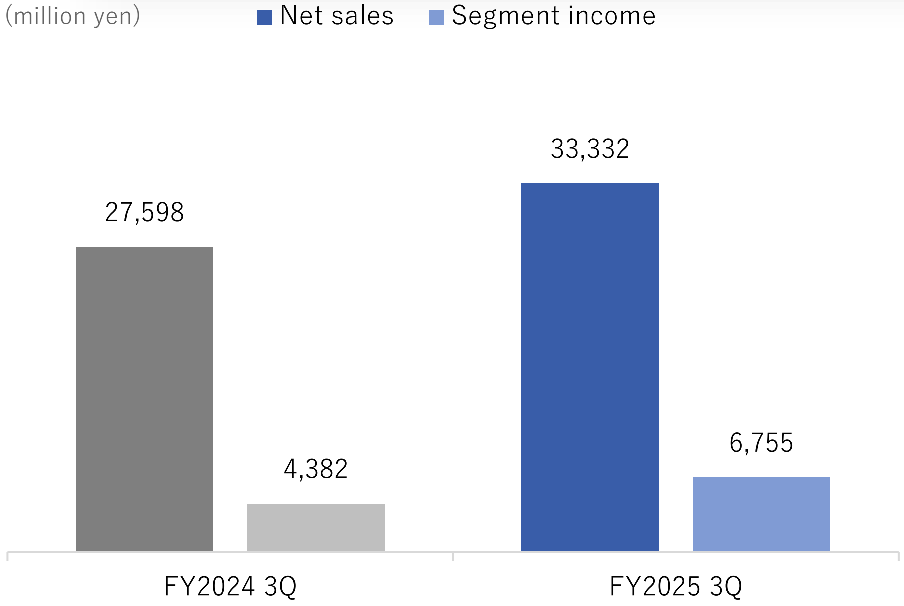
* Transaction Amount: The total amount of sales by sale of products and products sold at auction distributed through our services in each business

FY2025 Third Quarter Cumulative Results

Lifestyle Products

Summary

- Both sales and profit increased year on year. (Net sales +20.8%, Segment income +54.1%)
- The transaction amount and the number of units sold in the Digital Product Business trended favorably due to the strengthened coordination with domestic suppliers and expansion of sales activities for new customers.
- In the Fashion Resale Business, the transaction amount remained steady due to increases in the number of items listed and sold followed by 2Q despite a decline of the average price of items. In addition, the service which offers items left unsold for an auction until re-listing on the next auction performed well.
- In the business targeting consumers, the transaction amount showed a softening trend due to the closure of certain stores and the impact of the U.S. tariff policy. Meanwhile, we have conducted measures including advertising and promotion and advanced organizational restructuring aimed at strengthening group synergies.



Net Sales Composition

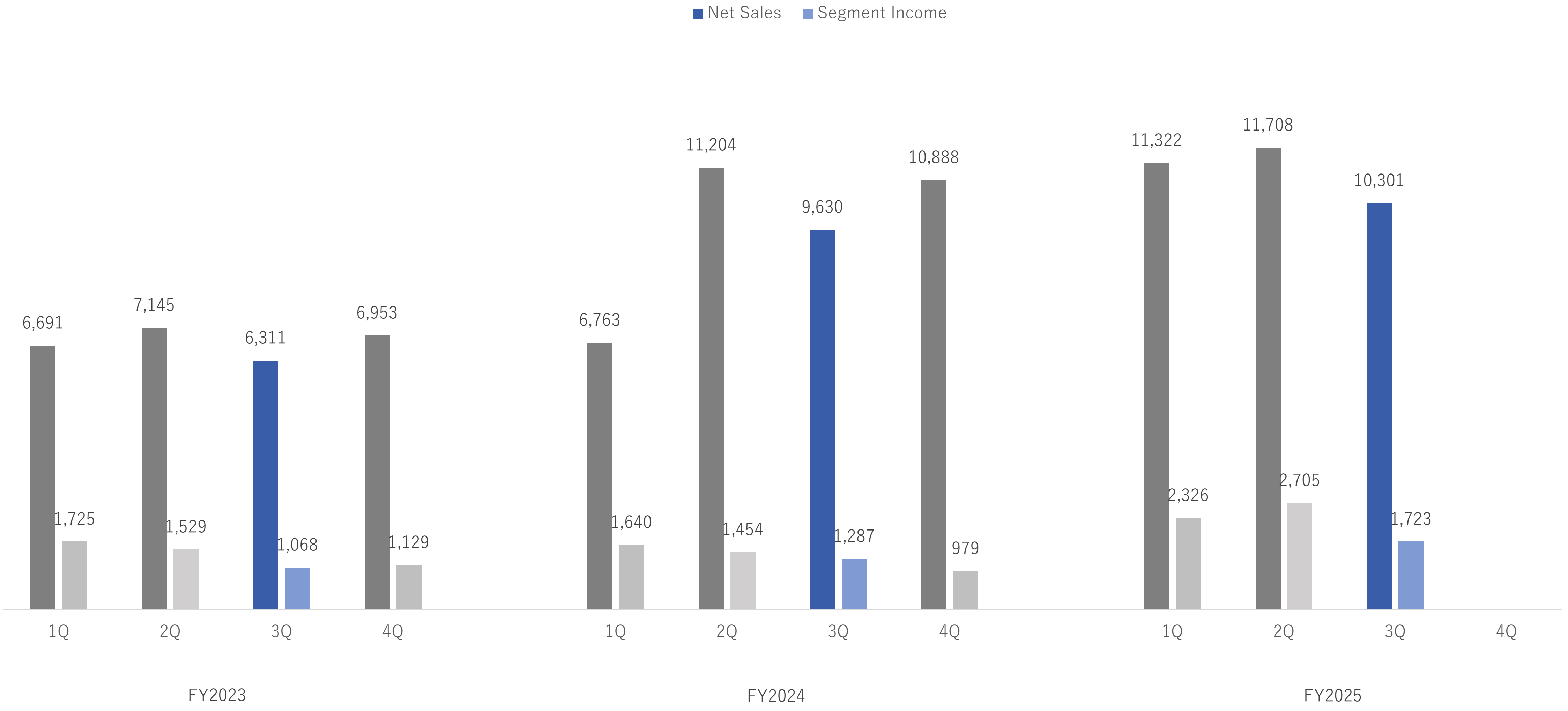
(million yen)	Main breakdown	FY2024 3Q	FY2025 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	7,967	**11,684**	+46.7%
Product sales related revenues	Product sales in businesses targeting consumers, etc.	19,529	**21,564**	+10.4%
Other	BPO service, etc.	100	**82**	-18.0%
Inter-segment net sales or transfers		-	**-**	
Net Sales		27,598	**33,332**	+20.8%

AUCNET

FY2023～FY2025 Results by Quarter

Lifestyle Products

(million yen)



FY2025 Third Quarter Business KPI

See p.30-31 for business outline

Digital Product Business

	FY2024 3Q	FY2025 3Q	YoY
Transaction amount (million yen)	37,482	**61,841**	+65.0%
Sales units (unit)	1,277,837	**1,989,560**	+55.7%
Number of members (member)	2,005	**2,032**	+1.3%

- Transaction amount: Influenced by an increase in the sales units as well as higher average price of items sold at auction comparing to the previous year.
- Sales units: Focused on coordination with domestic suppliers and strengthening buying power.
- Number of members: Focused on approaching to active buyers to revitalize auctions.

FY2025 Third Quarter Business KPI

See p.32-34 for business outline

Fashion Resale Business

			FY2024 3Q	FY2025 3Q	YoY	
BtoB business	Transaction amount*	(million yen)	37,754	**38,801**	+2.8%	An increase in the number of items listed and sold at auction despite a decline in the average prices of items sold.
	Items listed	(item)	914,490	**1,158,010**	+26.6%	Increased number of members and increased demand for cashing of inventory.
	Items sold	(item)	611,338	**729,812**	+19.4%	An increase in the number of items listed.
	Number of members	(member)	5,590	**6,501**	+16.3%	Implementation of advertising and promotion, and customer support for new members.
Business targeting C	Transaction amount*	(million yen)	12,683	**13,817**	+8.9%	Influenced by closure of some stores and the US tariff policy.

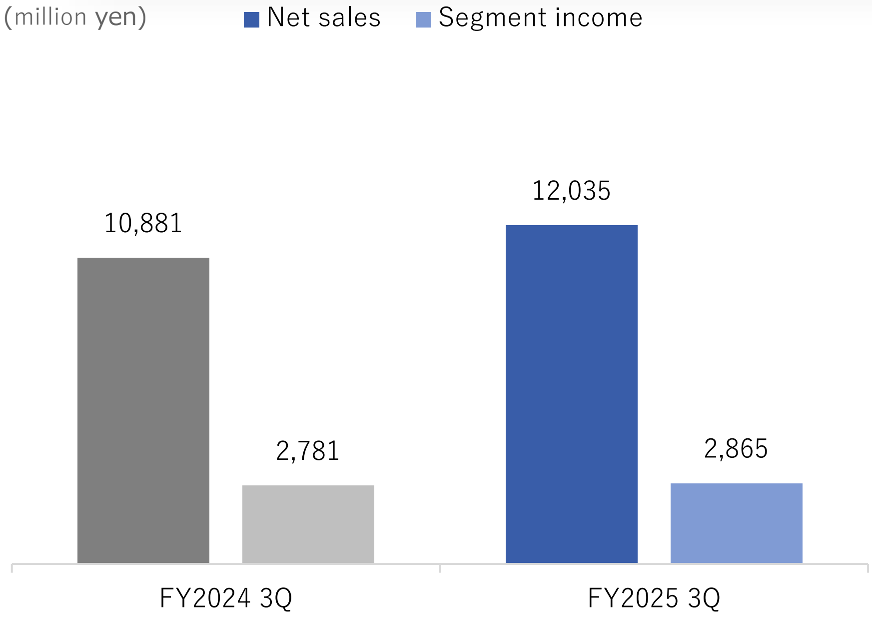
* The transaction amount of acquired Defactostandard, Ltd. and JOYLAB, inc. has been reflected and consolidated since 2Q in 2024.

FY2025 Third Quarter Cumulative Results

Mobility&Energy

Summary

- Both sales and profit increased year on year. (Net sales ＋10.6%, Segment income +3.1%)
- The Automobile Business showed a favorable results. The number of vehicles inspected increased due to the remained high demands from a used vehicle listing platform, and the total number of vehicle sold and auctions won in the proxy bidding service increased.
- In the Motorcycle Business, the transaction amount trended favorably due to increases in the number of vehicles listed and the total number of vehicles sold and auctions won by major domestic dealers.
- Costs associated with the release of “Base”, our new core system (continued from 2Q), and remuneration plan for employees (only in 2Q) were incurred.



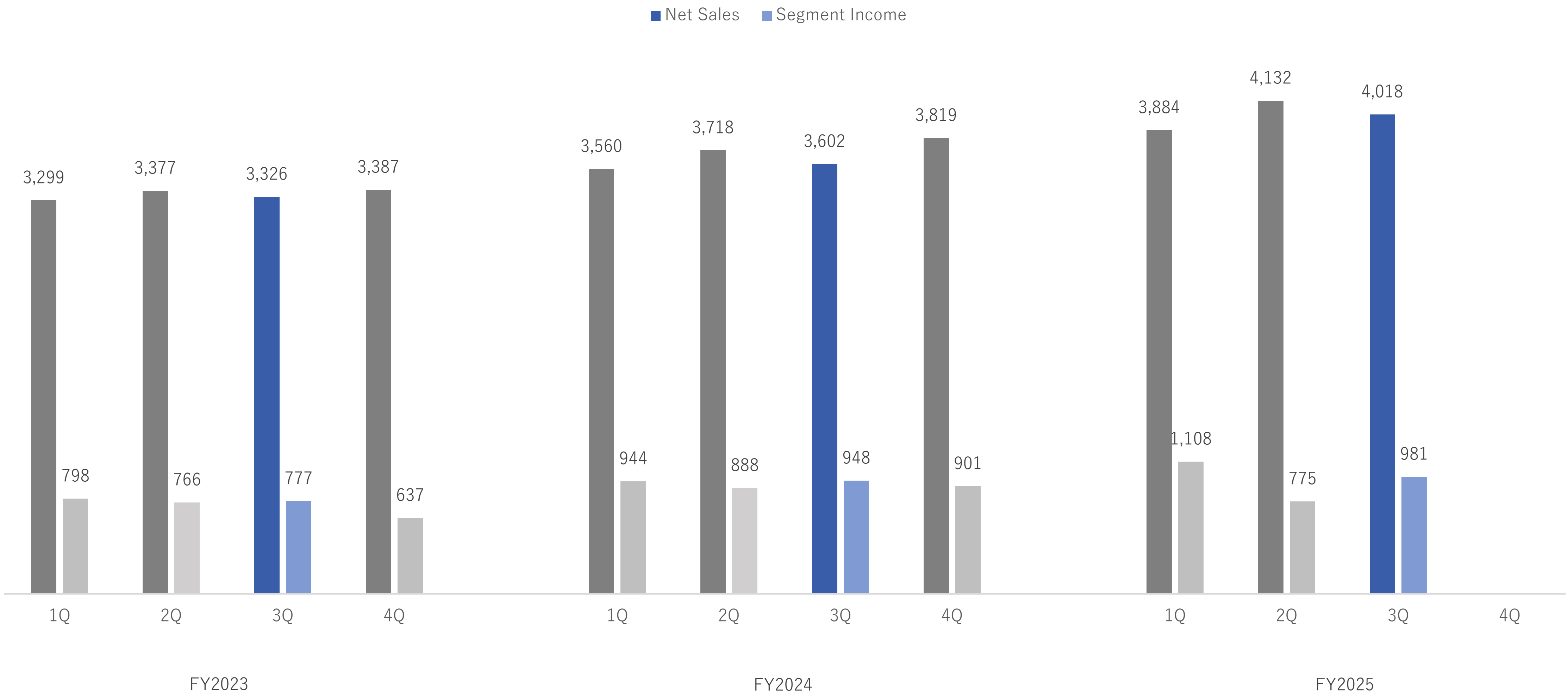
Net Sales Composition

(million yen)	Main breakdown	FY2024 3Q	FY2025 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	7,138	**7,735**	+8.4%
Product sales related revenues	Sale of vehicles in the company’s inventory, etc.	376	**613**	+63.0%
Other	AIS inspection fees, etc.	3,366	**3,685**	+9.5%
Inter-segment net sales or transfers		-	-	
Net Sales		10,881	**12,035**	+10.6%

FY2023～FY2025 Results by Quarter

Mobility&Energy

(million yen)



FY2025 Third Quarter Business KPI

See p.36-37 for business outline

Automobile Business | Motorcycle Business

Automobile		FY2024 3Q	FY2025 3Q	YoY
Transaction amount	(million yen)	379,355	**416,366**	+9.8%
Total vehicles sold/bought	(unit)	397,462	**418,443**	+5.3%
Number of members	(member)	15,377	**15,996**	+4.0%
Motorcycle		FY2024 3Q	FY2025 3Q	YoY
Transaction amount	(million yen)	7,950	**9,562**	+20.3%
Total vehicles sold/bought	(unit)	22,274	**25,128**	+12.8%
Number of members	(member)	2,604	**2,577**	-1.0%
Vehicles inspected*	(unit)	1,026,551	**1,163,044**	+13.3%

*Total number of used cars and motorcycles inspected.

- Automobile transaction amount: Increases in the average unit price of vehicles and the number of auctions won.
- Automobile total vehicles sold/bought: Continuous increases for the proxy bidding service, live relay broadcast auctions and our own auctions.
- Automobile number of members: Influence of an increase in the number of member for the proxy bidding service.
- Motorcycle transaction amount: Demand for purchasing from exporters remained high and the average unit price of vehicles sold went up.
- Motorcycle total vehicles sold/bought: An increase in the number of vehicles listed by major domestic dealers.
- Vehicles inspected: Continuous high demands of inspections for a used vehicle listing platform.

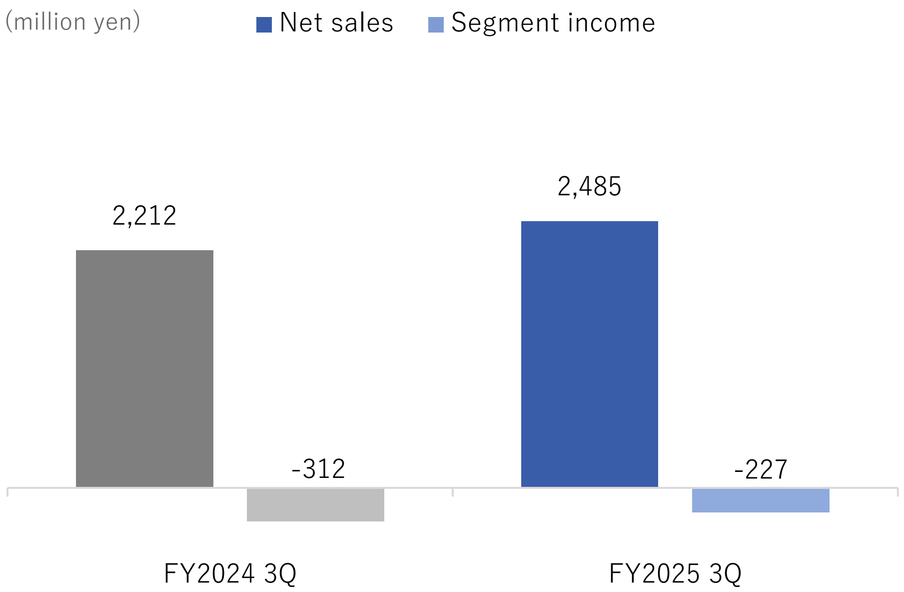
FY2025 Third Quarter Cumulative Results

See p.38 for business outline

Other

Summary

- Both sales and profit increased year on year. (Net sales +12.3%, Operating loss in the previous year 312 million yen)
- The transaction amount showed a softening trend because the number of flowers collected and the average unit prices were lower compared to the previous year in the Agricultural Business. Costs associated with relocation of our logistic center were incurred.
- In the Circular Commerce Business, we have continued promoting coordination with our partner companies. Due to the withdrawal from unprofitable businesses, the amount of loss has decreased.



Net Sales Composition

(million yen)	Main breakdown	FY2024 3Q	FY2025 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	894	**845**	-5.5%
Product sales related revenues	Negotiated sales, etc.	492	**576**	+16.9%
Other	BPO service, etc.	576	**692**	+20.1%
Inter-segment net sales or transfers		248	**371**	+49.5%
Net Sales		2,212	**2,485**	+12.3%

Revisions to the Forecast of Consolidated Results and the Forecast for Dividends for FY2025

- **The Lifestyle Products Segment performed better than we expected as of 7 August, 2025.**
- **The forecasts took into account the impairment loss on goodwill at JOYLAB, inc. and the gains on the sale of strategic holdings.**
- **The annual dividend forecast has been set at 55 yen per share (YoY +17 yen) in line with the revised forecast of results and the commemorative dividend (5 yen) for our 40th year of business.**

(million yen)	FY2024	FY2025 Revised Forecast (August 7, 2025)	**FY2025 Revised Forecast (November 11, 2025)**	YoY Revised Forecast (November 11, 2025)
Net sales	55,910	62,000	**62,500**	+11.8%
Operating profit	7,005	8,200	**9,050**	+29.2%
Operating profit margin	12.5%	13.2%	**14.5%**	+2.0pt
Ordinary profit	7,207	7,900	**9,050**	+25.6%
Profit attributable to owners of parent	4,485	5,100	**5,500**	+22.6%
Basic earnings per share	94.22Yen* (188.44Yen)	111.84Yen	**120.61Yen**	+26.39Yen
Dividend per share	38.00Yen* (76.00 Yen)	45.00Yen	**55.00Yen** (ordinary:50.00yen) (commemorative: 5 .00yen)	+17.00Yen
Dividend payout ratio	40.3%	40.2%	**45.6%**	+5.3pt

* The Company conducted a share split at a ratio of 2 shares for each common share of the Company on April 1, 2025. The basic earnings per share and dividend per share for the fiscal year ending December 31, 2024 reflect the amounts after taking into account the share split.

1. FY2025 Third Quarter Cumulative Results

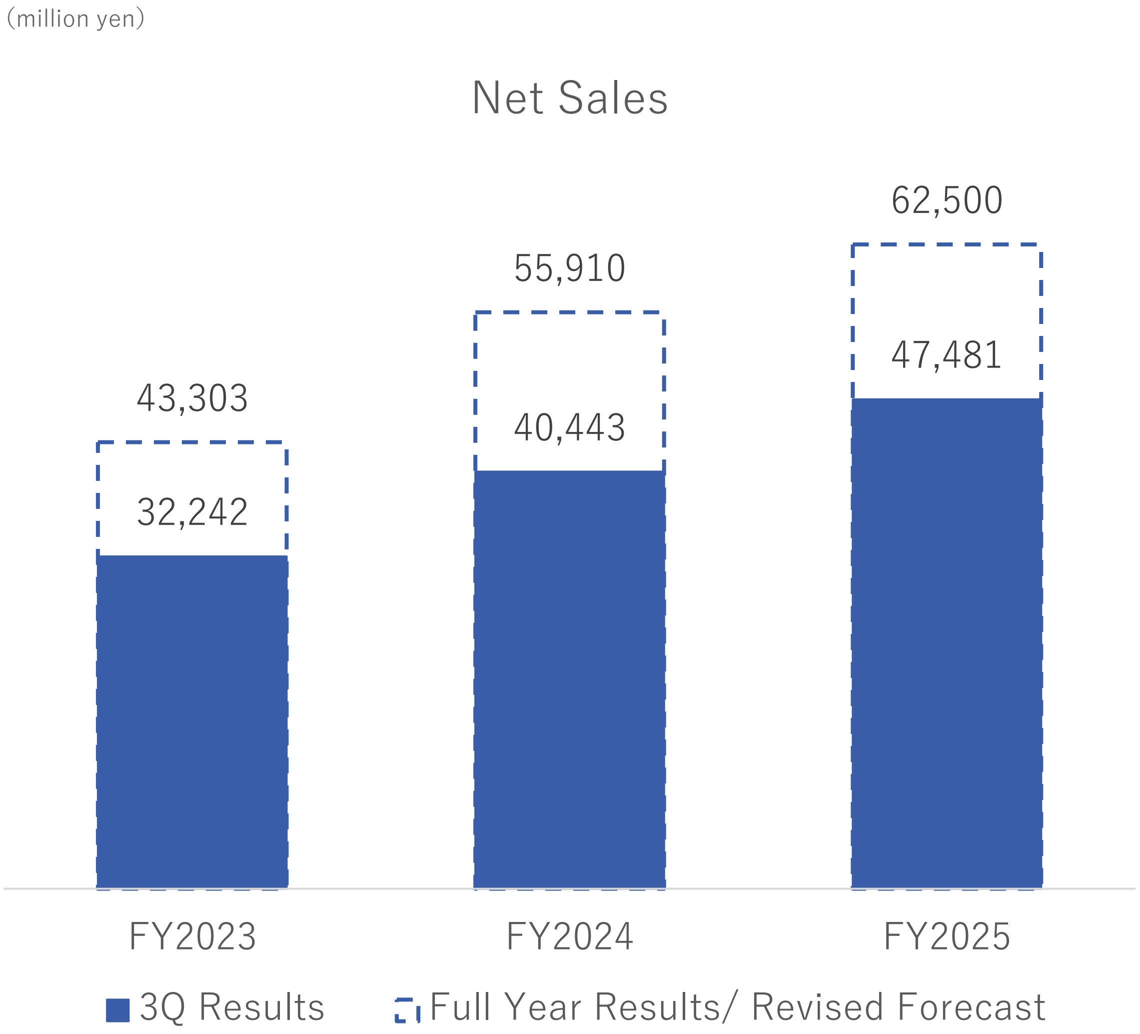
2. Summary of Results by Segment

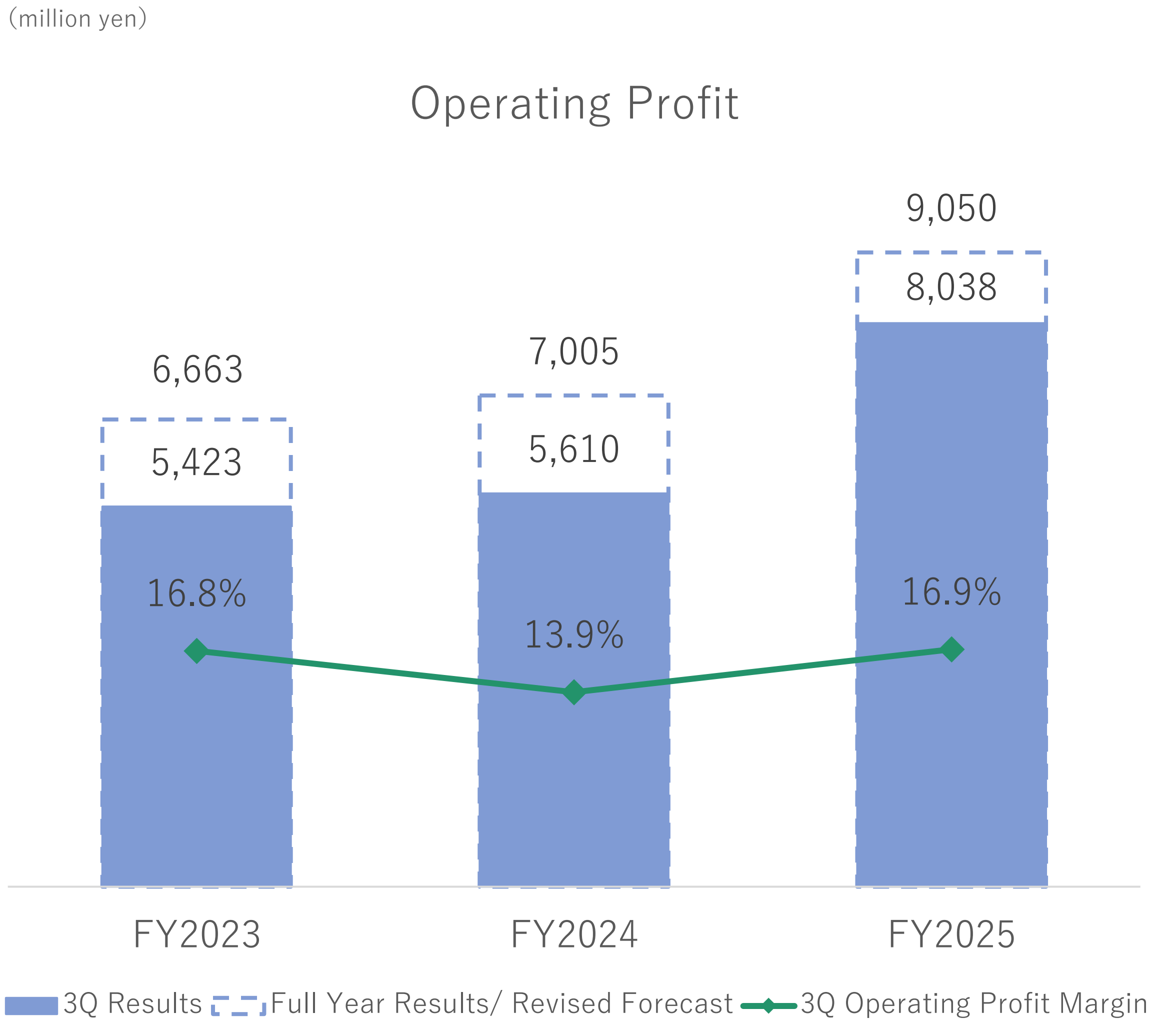
3. Detailed Results by Segment

4. Topics

5. Reference

FY2023~FY2025 Consolidated Results by Fiscal Year





Consolidated Balance Sheets

Assets (million yen)	FY2024 end of December	FY2025 end of September	Increase/ Decrease
Current assets	33,537	**40,048**	+6,511
Cash and deposits	16,980	**22,076**	+5,096
Due from auction members	4,978	**7,606**	+2,628
Other	11,577	**10,365**	-1,212
Non-current assets	10,503	**9,933**	-570
Property, plant and equipment	1,805	**1,847**	+41
Intangible assets	3,181	**2,985**	-196
Other	5,515	**5,100**	-415
Total assets	44,040	**49,982**	+5,941

Liabilities and net assets (million yen)	FY2024 end of December	FY2025 end of September	Increase/ Decrease
Current liabilities	14,510	**21,439**	+6,928
Due to auction members	9,340	**15,787**	+6,447
Other	5,170	**5,651**	+480
Non-current liabilities	3,363	**3,435**	+72
Retirement benefit liability	1,916	**1,927**	+11
Other	1,447	**1,508**	+61
Total liabilities	17,874	**24,874**	+7,000
Total net assets	26,166	**25,107**	-1,059
Total liabilities and net assets	44,040	**49,982**	+5,941

KPI

Segment	Business	Sub-business	KPI	Unit	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q	FY2025 1Q	FY2025 2Q	FY2025 3Q	FY2025 4Q
Lifestyle Products Segment	Digital Product		Transaction amount	(million yen)	12,443	11,638	8,243	10,068	12,960	12,090	12,432	11,521	18,778	25,095	**17,966**	–
			Sales units	(unit)	445,227	430,091	337,758	365,295	453,470	394,636	429,731	380,884	629,364	751,681	**608,515**	–
			Number of members	(member)	1,359	1,541	1,674	1,779	1,852	1,948	2,005	2,037	2,036	2,113	**2,032**	–
	Fashion Resale	BtoB business	Transaction amount ※1	(million yen)	10,644	11,163	10,903	11,351	11,136	13,977	12,640	14,262	13,021	13,745	**12,034**	–
			Items listed	(item)	236,869	269,776	265,922	294,166	281,383	319,243	313,864	360,281	367,149	435,816	**355,045**	–
			Items sold	(item)	174,900	181,929	172,573	186,430	189,124	217,280	204,934	237,418	251,560	261,764	**216,488**	–
			Number of members	(member)	4,287	4,503	4,638	4,862	5,029	5,281	5,590	5,871	6,110	6,310	**6,501**	–
		Business targeting C	Transaction amount ※1	(million yen)	2,812	3,033	2,909	2,936	2,533	5,725	4,424	5,165	5,081	4,339	**4,396**	–
Mobility & Energy Segment	Automobile	Auction related	Transaction amount	(million yen)	104,769	118,736	111,284	107,347	124,533	129,674	125,147	120,143	133,723	138,044	**144,598**	–
			Total vehicles sold/bought	(unit)	121,962	135,221	122,723	122,710	135,464	133,817	128,181	126,595	135,289	141,358	**141,796**	–
		Membership fee	Number of members	(member)	14,999	15,091	15,155	15,142	15,143	15,309	15,377	15,501	15,638	15,824	**15,996**	–
	Motorcycle	Auction related	Transaction amount	(million yen)	2,112	2,227	2,301	1,437	2,267	2,955	2,726	2,921	2,938	3,555	**3,069**	–
			Total vehicles sold/bought	(unit)	5,877	7,242	6,771	6,494	6,929	8,160	7,185	7,405	7,819	9,555	**7,754**	–
		Membership fee	Number of members	(member)	2,646	2,655	2,647	2,624	2,616	2,601	2,604	2,622	2,612	2,577	**2,577**	–
		Inspection fee	Vehicles inspected※2	(unit)	318,348	307,586	303,764	333,210	336,136	343,717	346,698	369,754	370,621	398,024	**394,399**	–

* 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.

IR Calendar

For more details:
https://ir.aucnet.co.jp/en/ir/calendar.html

Schedule for Announcement of Full-year Financial Results for FY2025

Mid-February

*implemented on 14th February last year

Annual Schedule

First Quarter			Second Quarter			Third Quarter			Fourth Quarter		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	Financial Results for Fiscal Year	General Shareholders Meeting		Financial Results for 1Q			Financial Results for 2Q			Financial Results for 3Q	

AUCNET

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

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

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

»

Potential to expand to peripheral products

- Home appliances
- Antique coins
- Daily commodities
- Media products
- Toys
- Sporting and leisure goods
- Alcoholic beverages
- Video games
- Paintings and artwork
- Furniture

»

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

Mobile& Pc Auction
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

blancco

- 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.

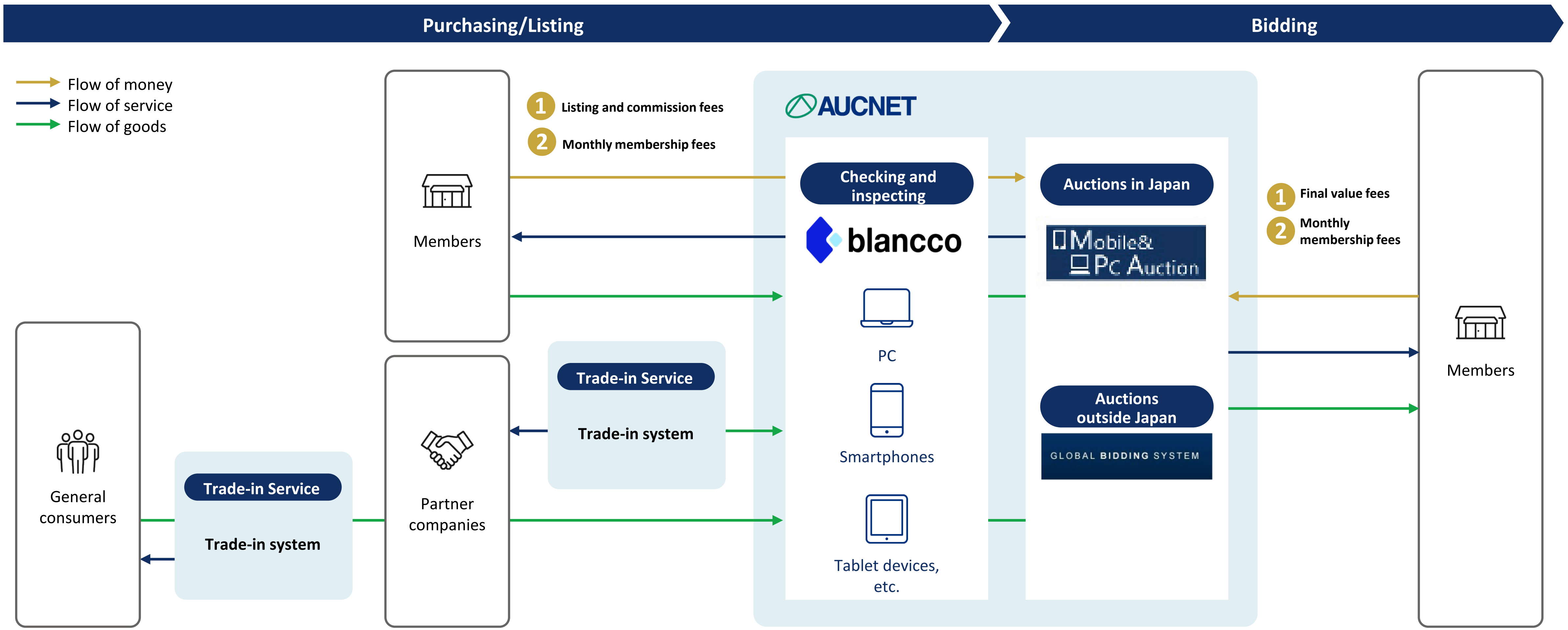
Partners

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

* As of December 31, 2024

Business Model

Digital Product Business



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

BtoB

AUCNET 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**.*

NBAA NIPPON BRAND ADVANCED AUCTION

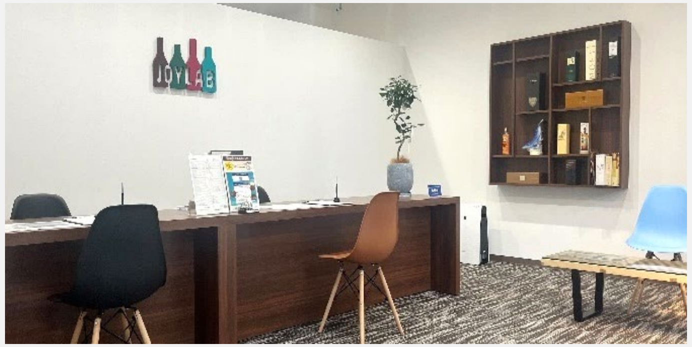
- High unit prices of items sold
- Many rare items listed

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

Consumer services

JOYLAB

- 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.



* As of December 31, 2024

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

Consumer services

GALLERY RARE
JAPAN 1979 | Luxury Brand Selection

- 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 ブランディア

- The cumulative number of users of our purchase services has surpassed **4.2 million***
- Multiple sales channels, primarily serving consumers

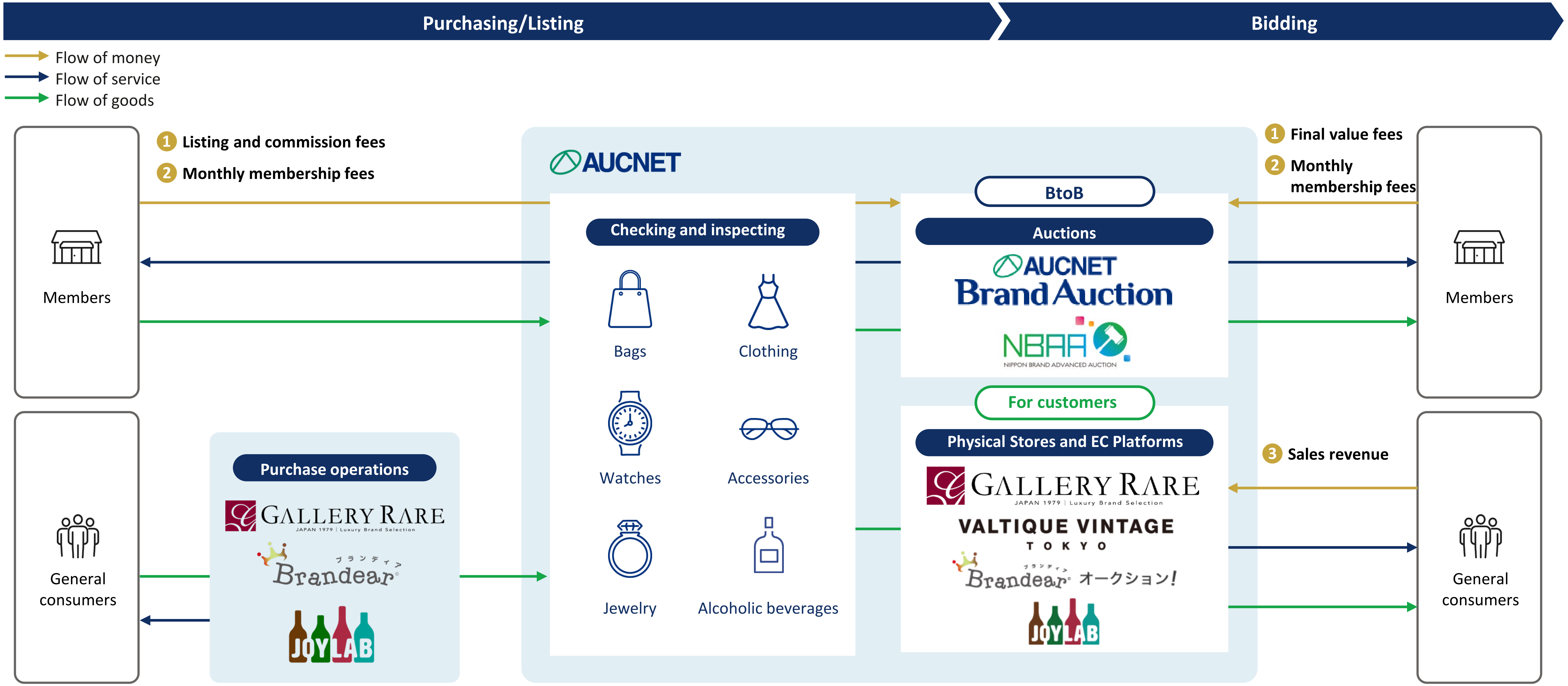
VALTIQUE VINTAGE
TOKYO

- Launched in September 2022 as an e-commerce platform selling high-end brand and vintage items.
- Items are deployed for Millennials and Generation Z who have higher interests in sustainability.

* As of December 31, 2024

Business Model

Fashion Resale Business



Segment Overview

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

Potential to expand to peripheral products

- Storage batteries
- Electric vehicle (EV) batteries
- Drones
- Bicycles
- Solar panels
- Electric scooters
- Car supplies
- Agricultural equipment

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

Service Overview

Automobile and Motorcycle Businesses

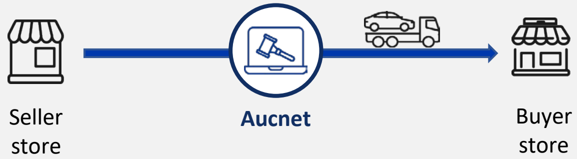
AUCNET

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 **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.

iAuc 株式会社アイオーク
(Buyer and seller agency services)

- Buyer and seller agency services in conjunction with **112*** 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.

AIS Automobile Inspection System CHECK

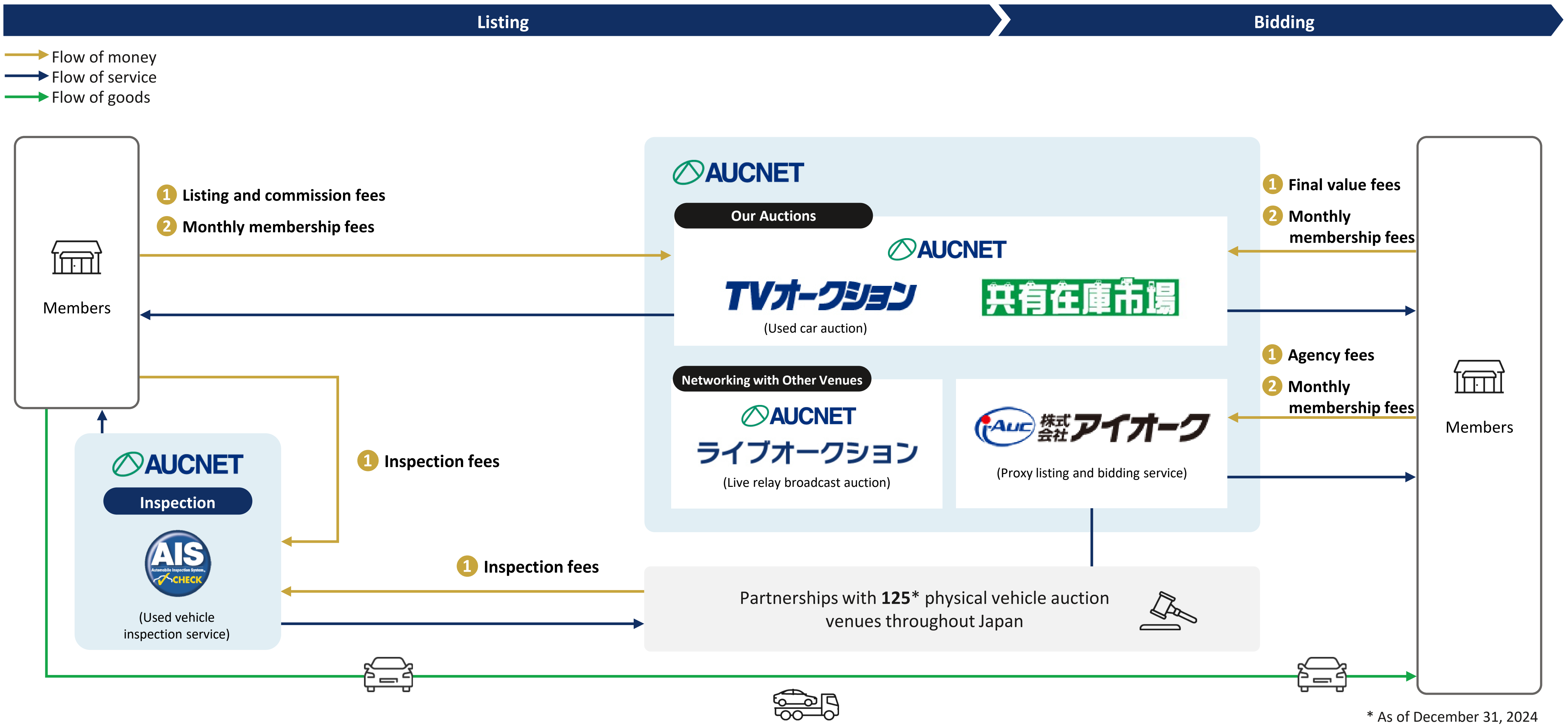
Used Vehicle Inspection Service

- 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.

* As of December 31, 2024

Business Model

Automobile Business



* As of December 31, 2024

Service Overview

Agricultural Business

ba-net

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

東京砧花き TOKYO KINUTA KAKI

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

Blooming with You. Grand Bouquet OTAKi

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

Circular Commerce Business

Selloop

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

Aucnet Medical オークネットメディカル

- 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.

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