FY2026 Third Quarter Results Briefing

November 10th, 2026
AUCNET INC.
(TSE Prime Market : 3964)

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1. FY2026 Third Quarter Cumulative Results

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FY2026 Third Quarter Cumulative Consolidated Financial Results

➢ **The Lifestyle Products Segment and Mobility & Energy Segment showed favorable performance, resulting in year-on-year increases in both sales and profit.**

(million yen)	FY2025 3Q	**FY2026 3Q**	YoY	FY2026 Revised Forecast (Aug 4, 2026)	Rate of Progress
Net Sales	47,481	**54,208**	+14.2%	75,000	72.3%
Operating profit	8,038	**9,682**	+20.4%	12,000	80.7%
Operating profit margin	16.9%	**17.9%**	+0.9pt	16.0%	
EBITDA*	8,842	**10,604**	+19.9%	-	-
Ordinary profit	8,023	**9,839**	+22.6%	12,000	82.0%
Profit attributable to owners of parent	4,562	**6,648**	+45.7%	7,800	85.2%

* 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)

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FY2026 Third Quarter Highlights (Non-Cumulative 3 Month Results)

Net Sales
16,224 million yen
YoY +8.5%

Operating Profit
2,599 million yen
YoY +18.1%

Ordinary Profit
2,685 million yen
YoY +16.4%

Profit Attributable to Owners of Parent
1,828 million yen
YoY +112.7%

Lifestyle Products

Net Sales 11,363 million yen (+10.3%)

Segment Income 1,998 million yen (+15.9%)

See p.11 for more details

See p.27-32 for the business outline

Mobility&Energy

Net Sales 4,139 million yen (+3.0%)

Segment Income 1,125 million yen (+14.6%)

See p.15 for more details

See p.33-35 for the business outline

Other

Net Sales 908 million yen (+20.3%)

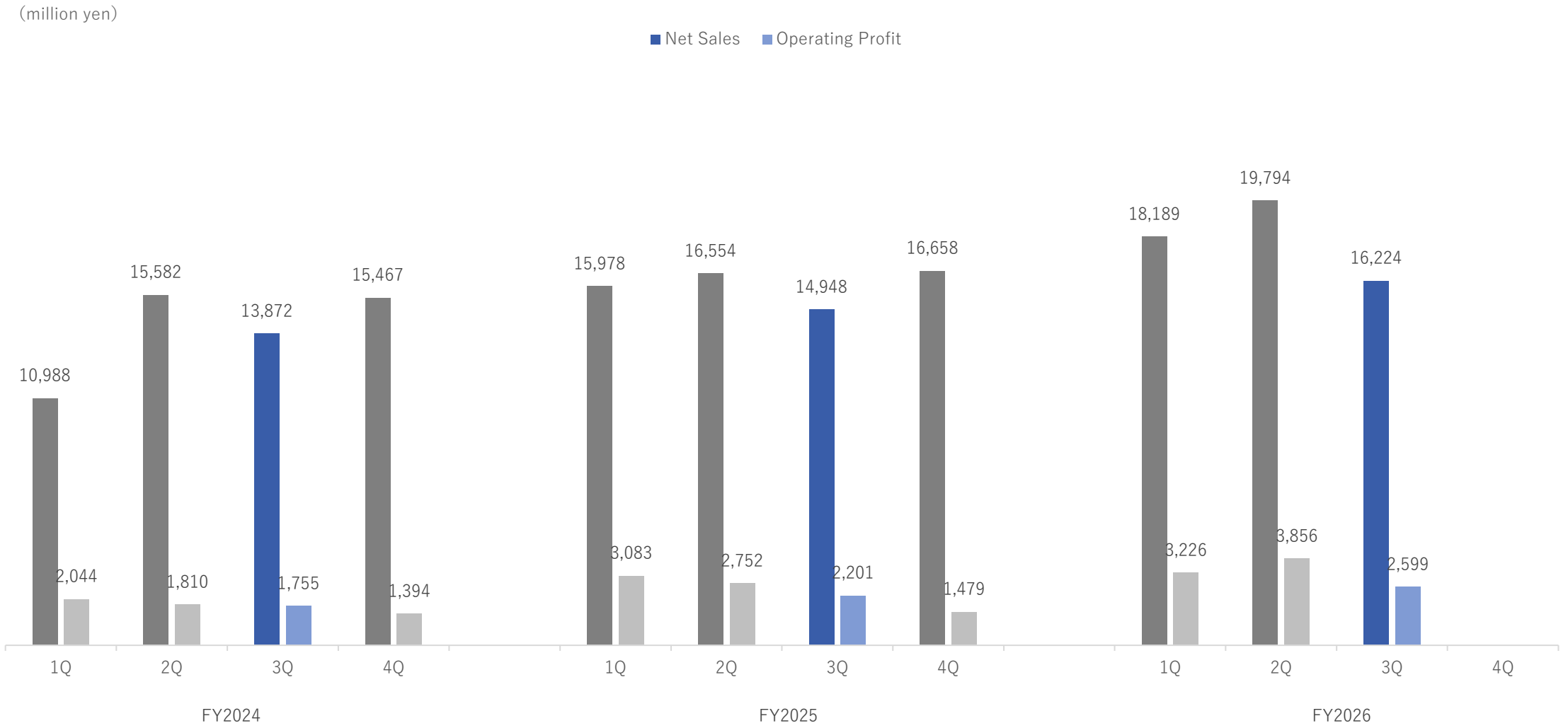
Segment Income -84 million yen (-)

See p.18 for more details

See p.36 for the business outline

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FY2024～FY2026 Consolidated Financial Results by Quarter



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1. FY2026 Third Quarter Cumulative Results

2. Summary of Results by Segment

3. Detailed Results by Segment

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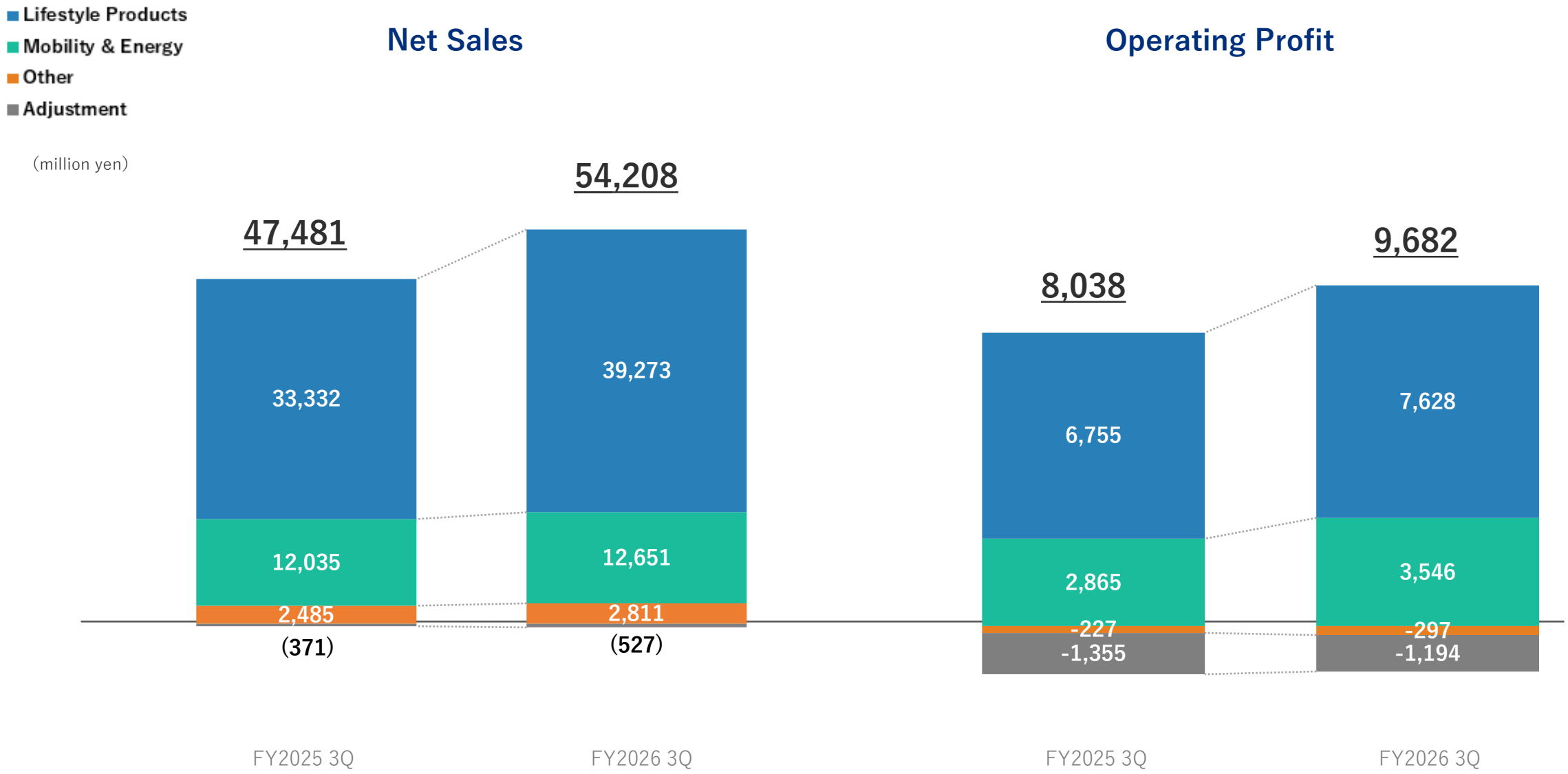
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FY2026 Third Quarter Cumulative Results by Segment

Segment	(million yen)	FY2025 3Q	FY2026 3Q	YoY
Lifestyle Products	Net Sales	33,332	**39,273**	+17.8%
	Operating profit	6,755	**7,628**	+12.9%
Mobility & Energy	Net Sales	12,035	**12,651**	+5.1%
	Operating profit	2,865	**3,546**	+23.7%
Other	Net Sales	2,485	**2,811**	+13.1%
	Operating profit	-227	**-297**	-
Adjustment	Net Sales	-371	**-527**	-
	Operating profit	-1,355	**-1,194**	-
Total	Net Sales	47,481	**54,208**	+14.2%
	Operating profit	8,038	**9,682**	+20.4%

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FY2026 Third Quarter Segment Increase/Decrease



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FY2026 Third Quarter Cumulative Transaction Amount by Segment

Lifestyle Products

134,419 million yen

(YoY +17.4%)

Main handling items

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



Mobility&Energy

511,631 million yen

(YoY +20.1 %)

Main handling items

- Used cars
- Used motorcycles



Other

8,220 million yen

(YoY -3.0%)

Main handling items

- Flowers
- Used medical equipment etc.



Transaction Amount

654,272 million yen (YoY +19.2%)

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

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1. FY2026 Third Quarter Cumulative Results

2. Summary of Results by Segment

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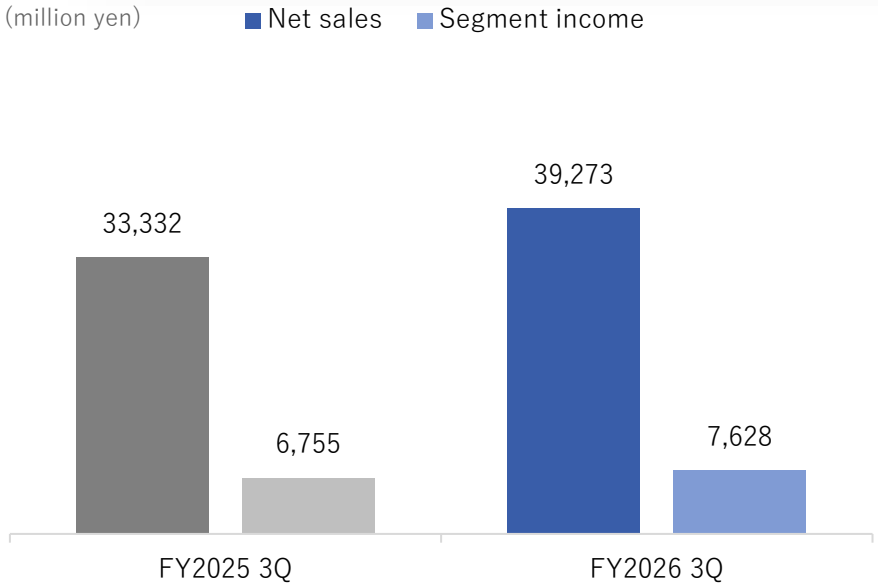
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FY2026 Third Quarter Cumulative Results

Lifestyle Products

Summary

- Both sales and profit increased year on year. (Net sales +17.8%, Segment income +12.9%)
- In the Digital Product Business, transaction amount increased, driven by a higher number of units sold due to strengthened diversification of sourcing, including devices from the GIGA School Program, alongside a favorable trend in the average unit price of the items sold supported by the influence of currency exchange. We also focused on revitalizing our auctions by strengthening buying power through initiatives such as activating our existing members and acquiring new members in Japan and overseas.
- In the Fashion Resale Business, although the number of items listed declined, transaction amount remained strong due to higher average unit prices of items owing to an increase in the proportion of high-end items. From August, we partially resumed handling low-end items backed by extension of capacity at our operation center, while continuing to strengthen the distribution of high-end items.
- In the business targeting consumers, domestic demand remained strong supported by inbound demand by weaker yen and rising stock prices since 1Q. However, the transaction amount showed a softening trend, affected by a decline in market prices for certain items and decreased customer traffic due to adverse weather conditions in 3Q.



Net Sales Composition

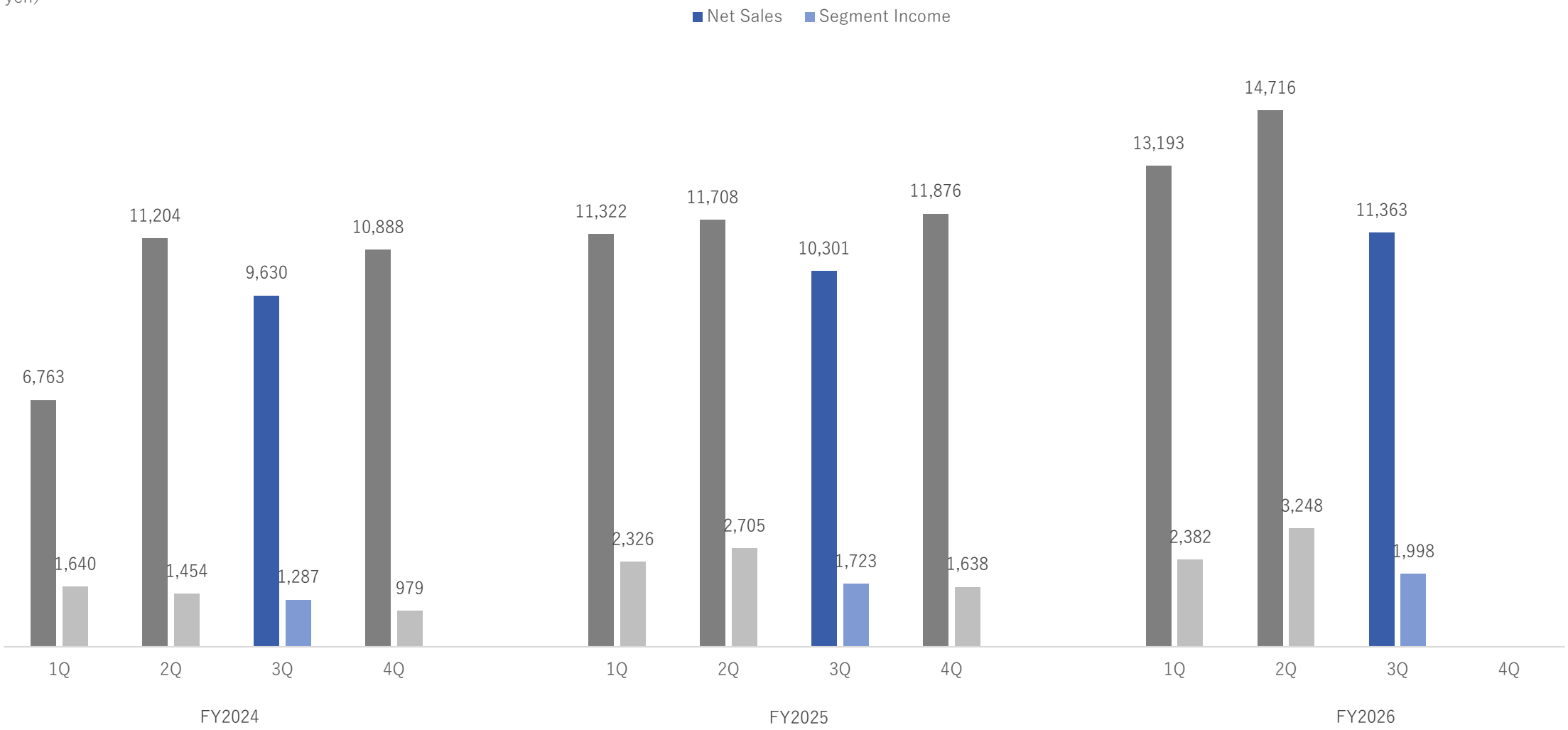
(million yen)	Main breakdown	FY2025 3Q	FY2026 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	11,684	**13,070**	+11.9%
Product sales related revenues	Product sales in businesses targeting consumers, etc.	21,564	**26,067**	+20.9%
Other	BPO service, etc.	82	**134**	+62.5%
Inter-segment net sales or transfers		-	**-**	
Net Sales		33,332	**39,273**	+17.8%

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FY2024～FY2026 Results by Quarter

Lifestyle Products

(million yen)



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FY2026 Third Quarter Business KPI

See p.28-29 for business outline

Digital Product Business

	FY2025 3Q	FY2026 3Q	YoY
Transaction amount (million yen)	61,841	**77,107**	+24.7%
Sales units (unit)	1,989,560	**2,240,528**	+12.6%
Number of members (member)	2,032	**2,217**	+9.1%

- A favorable trend in the average unit prices of the items driven by an increase in units sold as well as an effect of currency exchange rate.
- Focused on diversification of sourcing, including devices from the GIGA School Program.
- Focused on auction revitalization by activating our existing members and acquiring new members in Japan and overseas.

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FY2026 Third Quarter Business KPI

See p.30-32 for business outline

Fashion Resale Business

			FY2025 3Q	FY2026 3Q	YoY
BtoB business	Transaction amount	(million yen)	38,801	**41,624**	+7.3%
	Items listed	(item)	1,158,010	**1,026,342**	△11.4%
	Items sold	(item)	729,812	**683,616**	△6.3%
	Number of members	(member)	6,501	**7,981**	+22.8%
Business targeting C	Transaction amount	(million yen)	13,817	**15,687**	+13.5%

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

Although the cumulative number of items listed decreased year on year due to our focus on strengthening the distribution of high-unit-price items since the beginning of this fiscal year, the rate of decline narrowed as we partially resumed sales of low-end items in August.

The number of items sold softened along with a decrease in the number of items listed.

Domestic and overseas membership increased, due to our digital marketing efforts continued from last year.

Effect of a decline in market prices for certain items in 3Q.

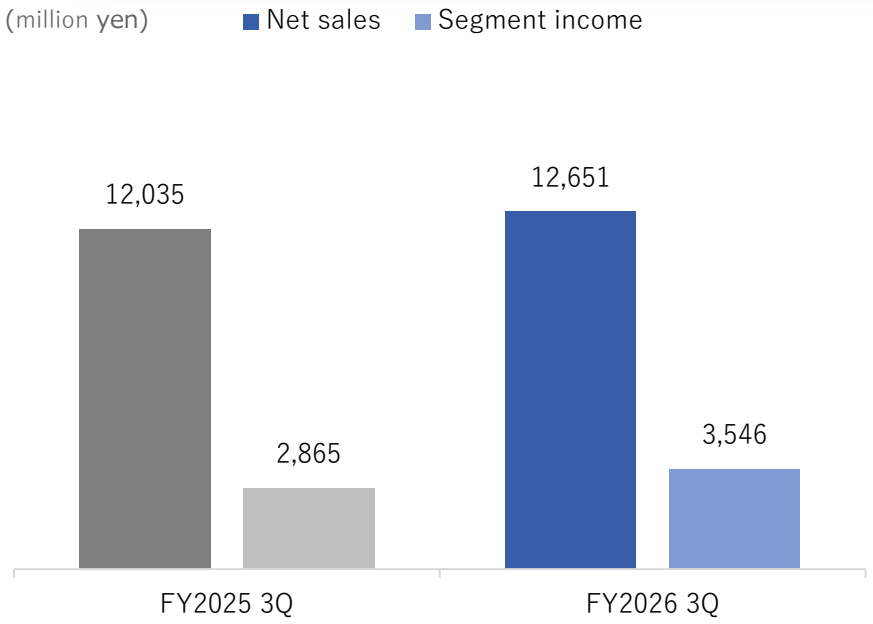
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FY2026 Third Quarter Cumulative Results

Mobility&Energy

Summary

- Both sales and profit increased year on year. (Net sales +5.1%, Segment income +23.7%)
- The Automobile Business showed a favorable performance, driven by an increase in the total number of vehicle sold through the Shared inventory, Live relay broadcast auctions and Proxy bidding service on the back of continued active purchase from exporters.
- Auction business profitability improved due to higher auction success rates, an increased average unit price of vehicles sold, and the fee revision implemented in the Motorcycle Business.
- The profit margin rose year on year due to the absence of employee stock-based compensation recorded in 2Q of the previous fiscal year, even while amortization expenses for BASE, our new core system (continued from 2Q last year) and AUCNET CARS, the member website (continued from 3Q last year) continued.



Net Sales Composition

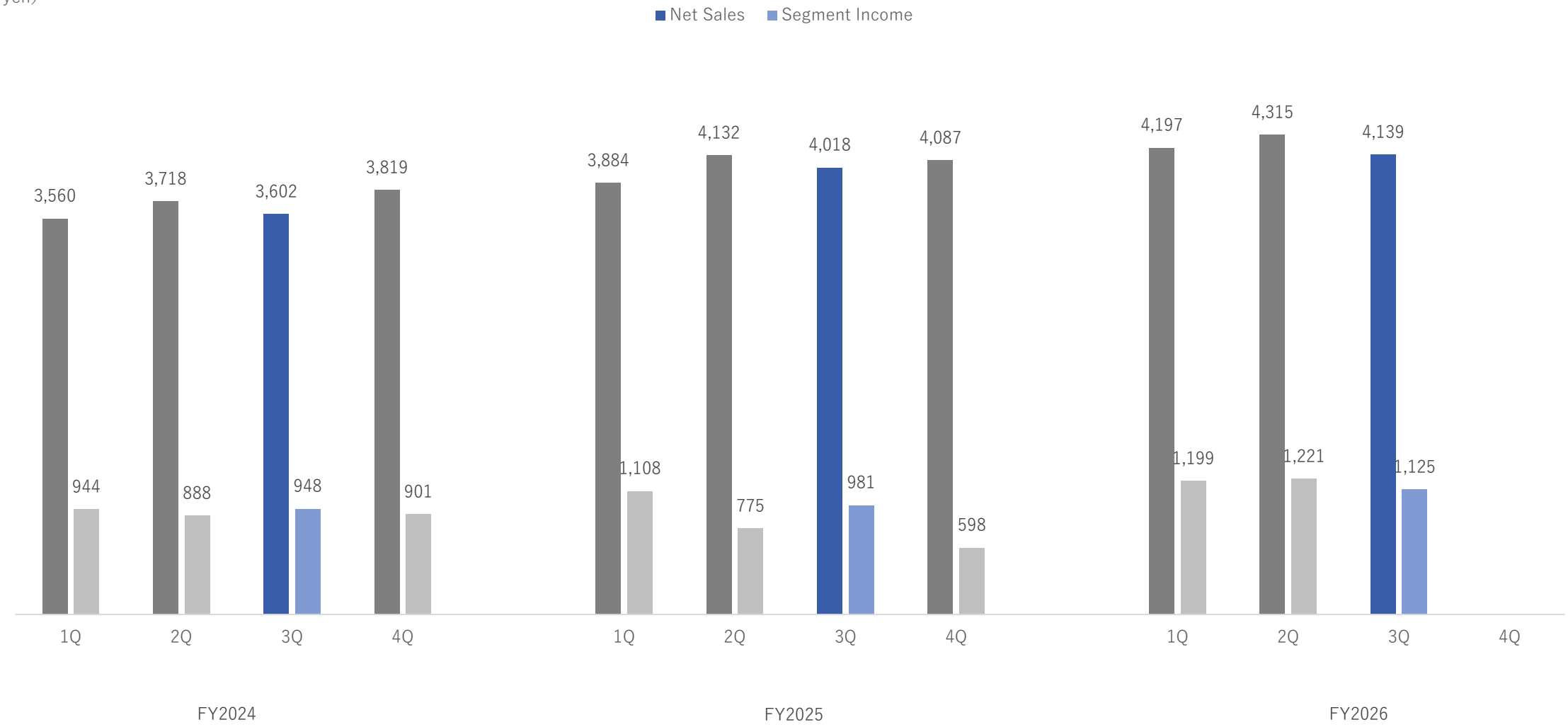
(million yen)	Main breakdown	FY2025 3Q	FY2026 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	7,735	**8,564**	+10.7%
Product sales related revenues	Sale of vehicles in the company's inventory, etc.	613	**349**	-43.1%
Other	AIS inspection fees, etc.	3,685	**3,738**	+1.4%
Inter-segment net sales or transfers		-	-	
Net Sales		12,035	**12,651**	+5.1%

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FY2024～FY2026 Results by Quarter

Mobility&Energy

(million yen)



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FY2026 Third Quarter Business KPI

See p.34-35 for business outline

Automobile Business

Automobile		FY2025 3Q	FY2026 3Q	YoY	
Transaction amount	(million yen)	416,366	**500,581**	+20.2%	Higher average unit price of vehicles sold and an increase in the number of auctions won.
Total vehicles sold/bought	(unit)	418,443	**466,074**	+11.4%	Purchase demand from exporters remained high.
Number of members	(member)	15,996	**16,274**	+1.7%	Members of the proxy bidding service steadily increased.
Vehicles inspected*	(unit)	1,163,044	**1,224,948**	+5.3%	The upward trend is beginning to moderate due to the impact of adverse weather conditions.

*Total number of used cars and motorcycles inspected.

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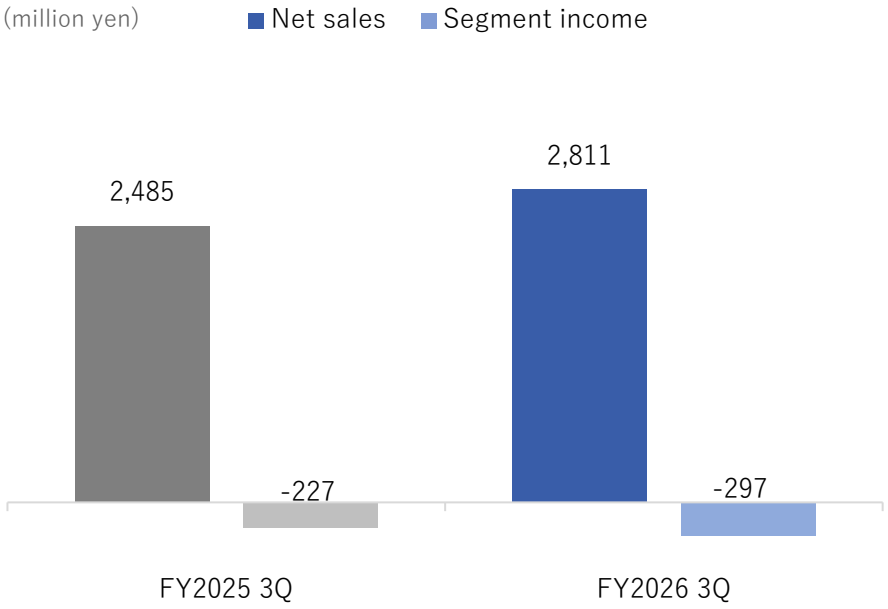
FY2026 Third Quarter Cumulative Results

See p.36 for business outline

Other

Summary

- Sales increased and profit decreased year on year. (Net sales +13.1%, Operating loss in the previous year 227 million yen)
- In the Agricultural Business, transaction amount showed a softening trend due to a lower number of flowers collected even though the average unit prices remained at the same level from the previous year. Meanwhile, in the Kansai base, the number of flowers collected for auctions and the transaction amount increased, driven by stable auction operations a growing number of members.
- In the Circular Commerce Business, we have been continuing to promote 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.



Net Sales Composition

(million yen)	Main breakdown	FY2025 3Q	FY2026 3Q	YoY
Auction related revenues	Membership fees, commission fees, etc.	845	**893**	+5.8%
Product sales related revenues	Negotiated sales, etc.	576	**816**	+41.8%
Other	BPO service, etc.	692	**572**	-17.3%
Inter-segment net sales or transfers		371	**527**	+42.2%
Net Sales		2,485	**2,811**	+13.1%

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1. FY2026 Third Quarter Cumulative Results

2. Summary of Results by Segment

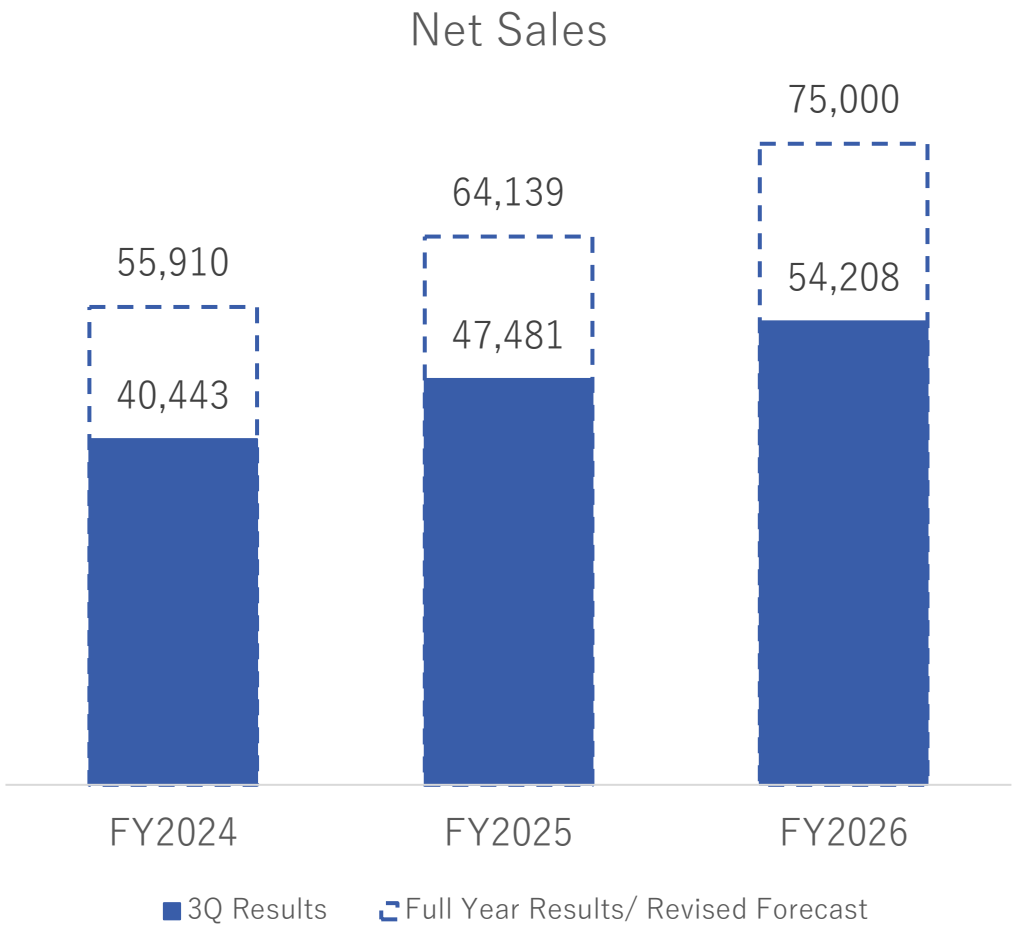
3. Detailed Results by Segment

4. Reference

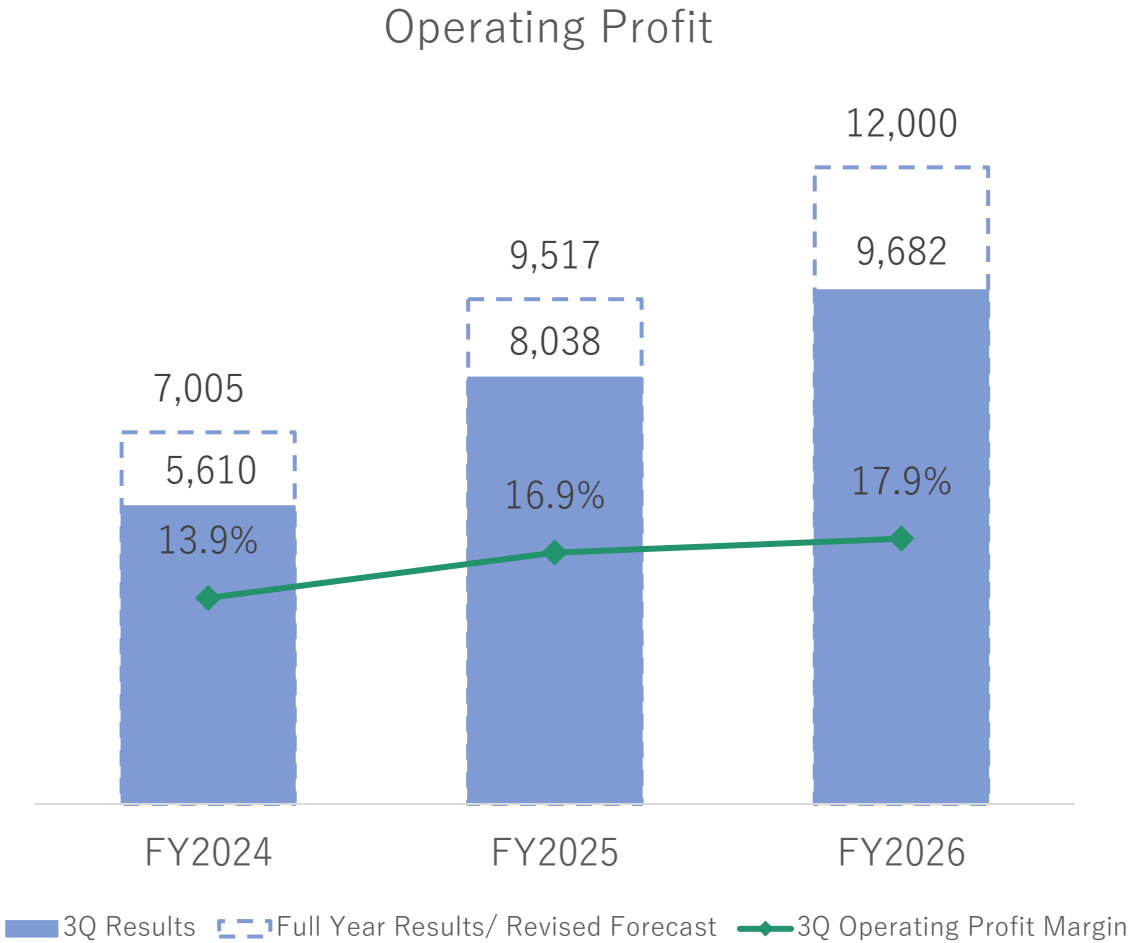
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FY2024~FY2026 Consolidated Results by Fiscal Year

(million yen)



(million yen)



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Consolidated Balance Sheets

Assets (million yen)	FY2025 end of December	FY2026 end of September	Increase/ Decrease
Current assets	40,642	**43,144**	+2,502
Cash and deposits	23,104	**21,000**	-2,103
Due from auction members	6,456	**8,434**	+1,978
Other	11,082	**13,709**	+2,627
Non-current assets	10,138	**11,792**	+1,653
Property, plant and equipment	1,939	**2,146**	+206
Intangible assets	2,764	**2,853**	+88
Other	5,434	**6,793**	+1,359
Total assets	50,781	**54,937**	+4,156

Liabilities and net assets (million yen)	FY2025 end of December	FY2026 end of September	Increase/ Decrease
Current liabilities	21,797	**22,636**	+838
Due to auction members	15,161	**17,021**	+1,860
Other	6,636	**5,614**	-1,021
Non-current liabilities	2,361	**2,451**	+89
Retirement benefit liability	850	**859**	+9
Other	1,511	**1,591**	+79
Total liabilities	24,159	**25,087**	+928
Total net assets	26,622	**29,850**	+3,227
Total liabilities and net assets	50,781	**54,937**	+4,156

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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	30,252	**23,896**	-
			Sales units	(unit)	453,470	394,636	429,731	380,884	629,364	751,681	608,515	560,198	694,219	880,731	**665,578**	-
			Number of members	(member)	1,852	1,948	2,005	2,037	2,036	2,113	2,032	2,103	2,104	2,134	**2,217**	-
	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	14,225	**12,693**	-
			Items listed	(item)	281,383	319,243	313,864	360,281	367,149	435,816	355,045	359,051	354,115	342,865	**329,362**	-
			Items sold	(item)	189,124	217,280	204,934	237,418	251,560	261,764	216,488	226,772	237,893	232,124	**213,599**	-
			Number of members	(member)	5,029	5,281	5,590	5,871	6,110	6,310	6,501	6,883	7,230	7,544	**7,981**	-
		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	5,932	**4,358**	-
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	176,414	**162,901**	-
			Total vehicles sold/bought	(unit)	135,464	133,817	128,181	126,595	135,289	141,358	141,796	134,647	148,030	165,035	**153,009**	-
		Membership fee	Number of members	(member)	15,143	15,309	15,377	15,501	15,638	15,824	15,996	16,056	16,131	16,173	**16,274**	-
		Inspection fee	Vehicles inspected※2	(unit)	336,136	343,717	346,698	369,754	370,621	398,024	394,399	417,178	418,773	405,530	**400,645**	-

* 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.

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IR Calendar

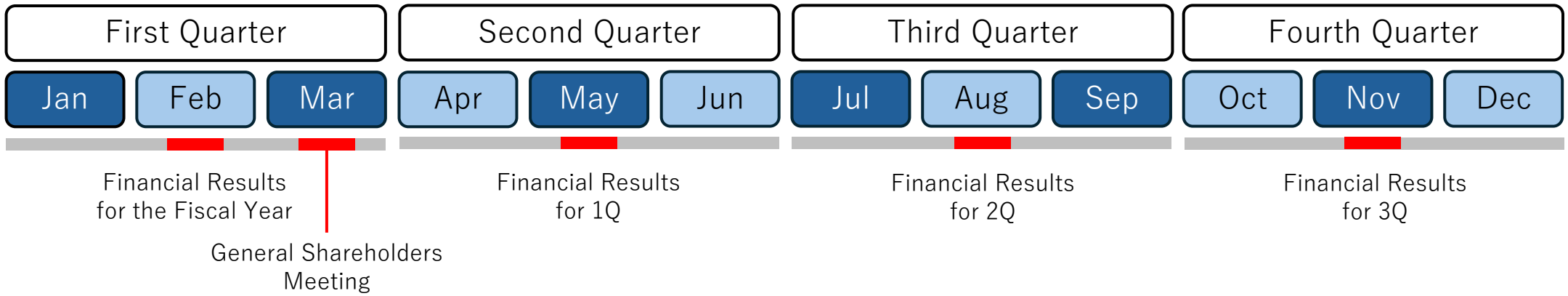
For more details:
https://ir.aucnet.co.jp/en/ir/calendar.html

Schedule for Announcement of Full-year Financial Results for FY2026

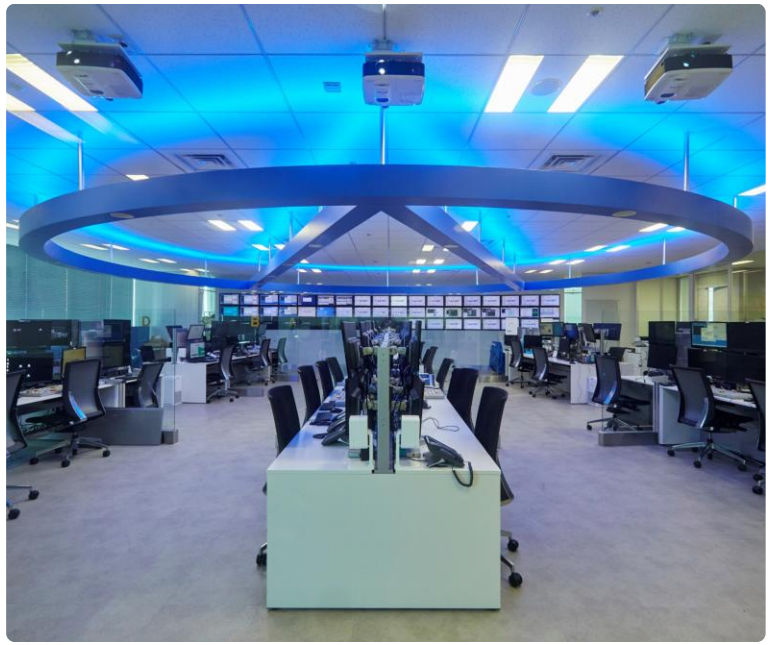
Mid-February

*implemented on 13th February last year

Annual Schedule



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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)

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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."

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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.



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Segment Overview

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

Constituent Businesses

Digital Product Business

Major products handled

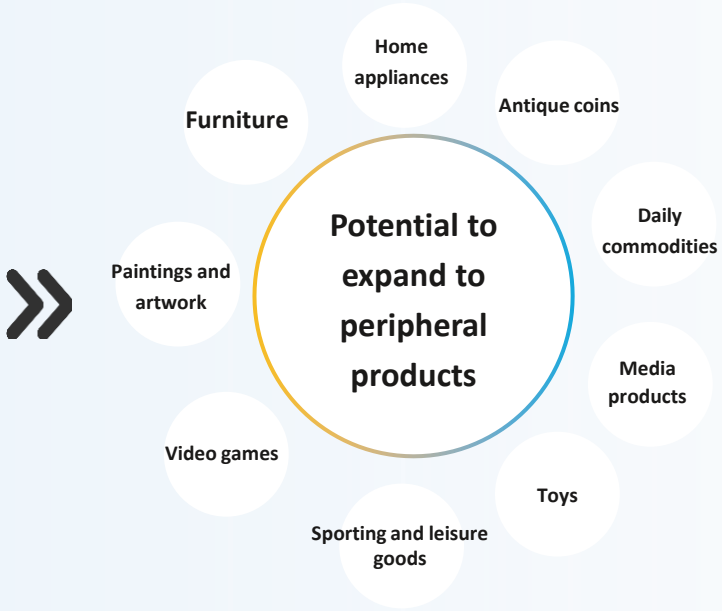
- Smartphones
- PCs



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

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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.* We have business bases in Hong Kong, United Arab Emirates (UAE) and the United Kingdom.



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.
- Launching “Smart Trade for Business”, a digital device purchase service for business, in April 2025.

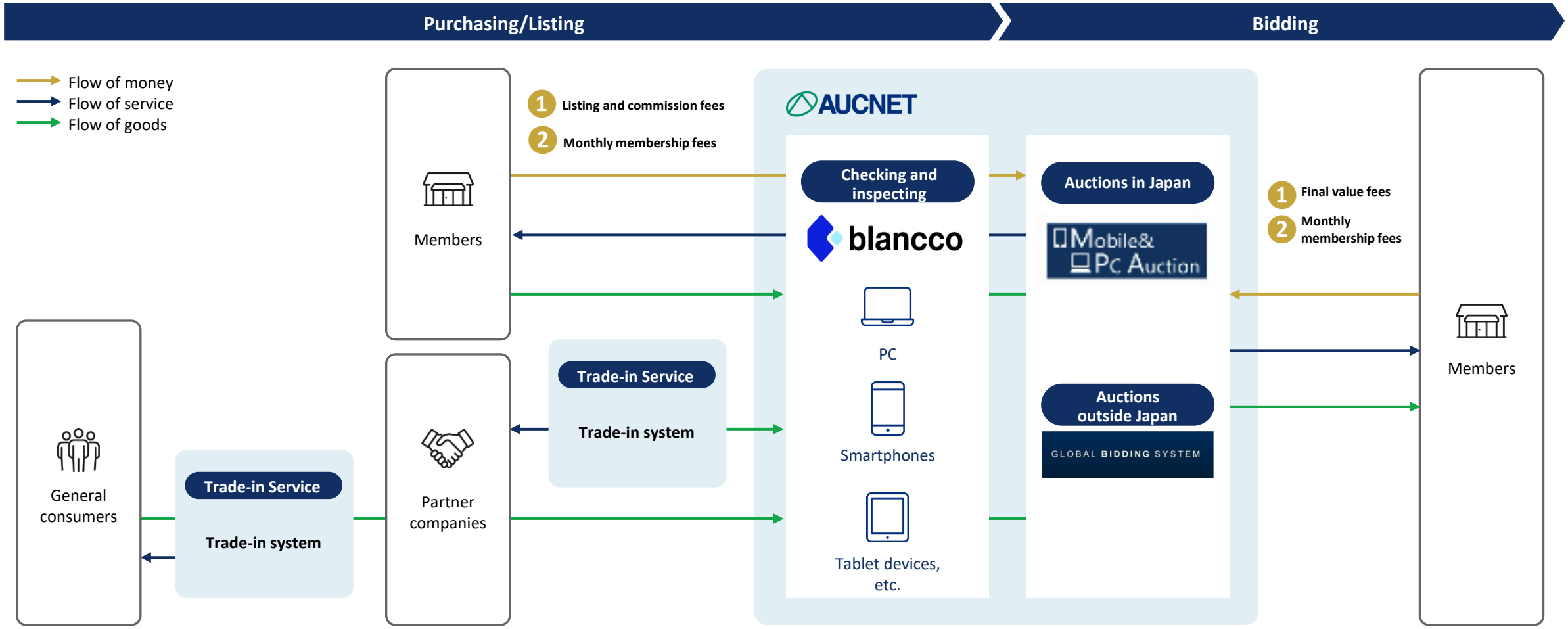


* As of December 31, 2025

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Business Model

Digital Product Business



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Service Overview

Fashion Resale 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 **6,800 members**.*
- Industry-leading transaction volume of approximately **¥51,000 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 **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.



* As of December 31, 2025

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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

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



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.

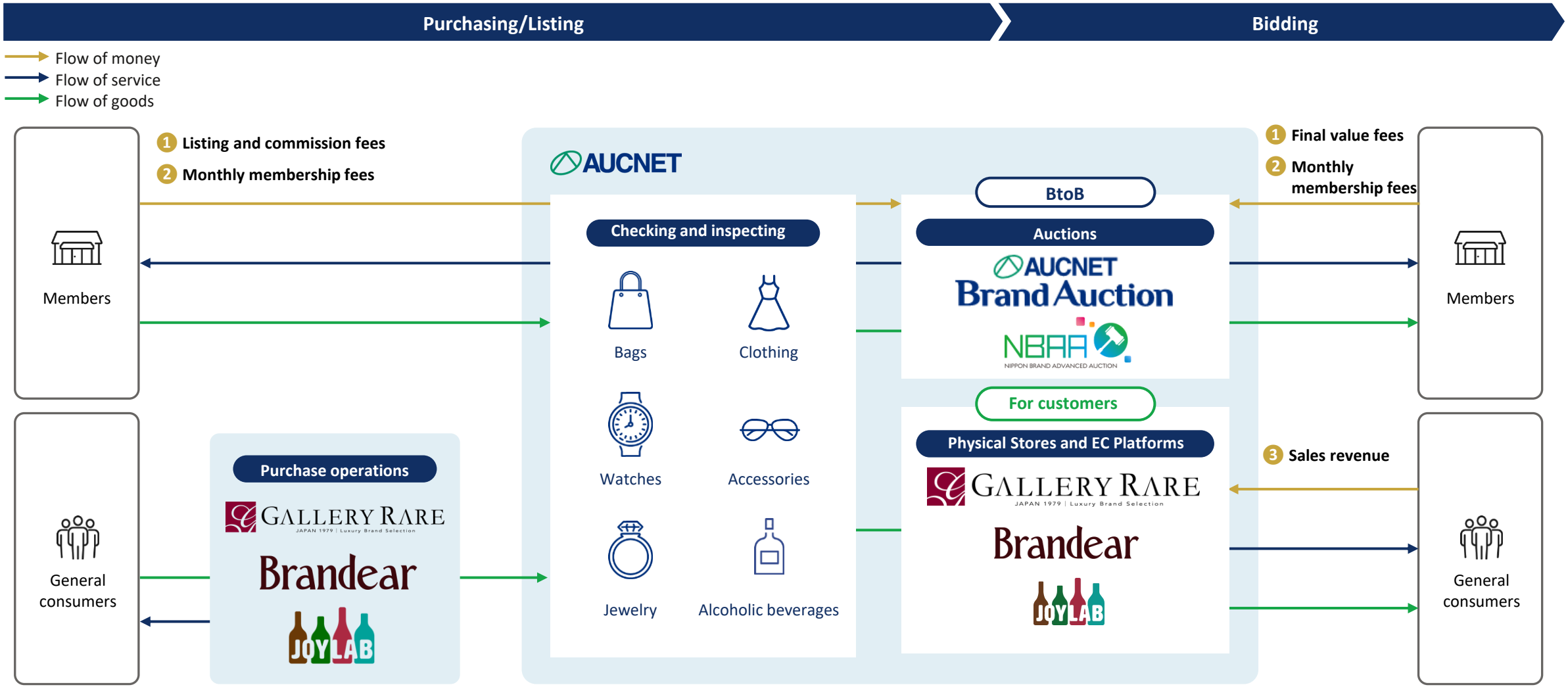


* As of December 31, 2025

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Business Model

Fashion Resale Business



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Segment Overview

Goals

Expand and promote services in the next-generation mobility field

Constituent Businesses

Automobile Business

Major products handled

- Used automobiles

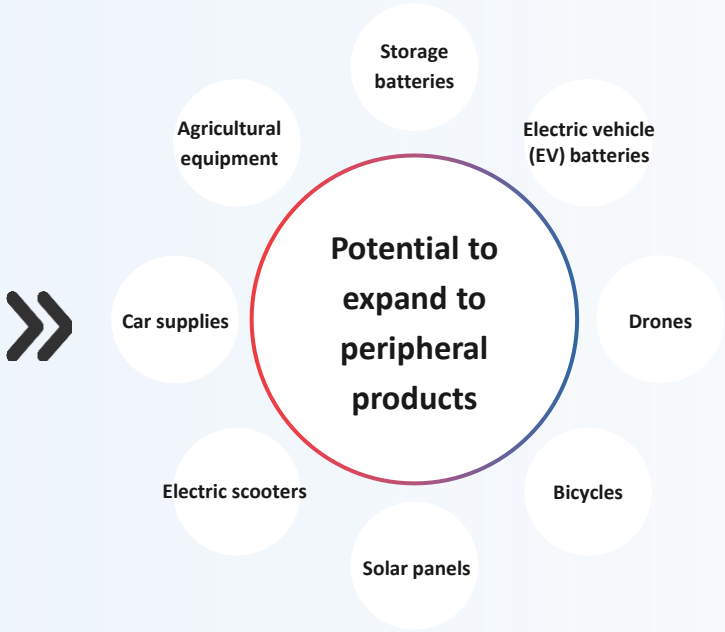


Motorcycle Business

Major products handled

- Used motorcycles





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

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Service Overview

Automobile and Motorcycle Businesses

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)

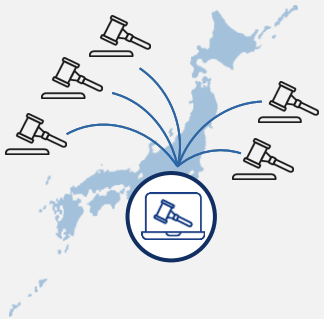
- Enables purchases from member inventories of **75,000*** vehicles throughout Japan at any time.



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.



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

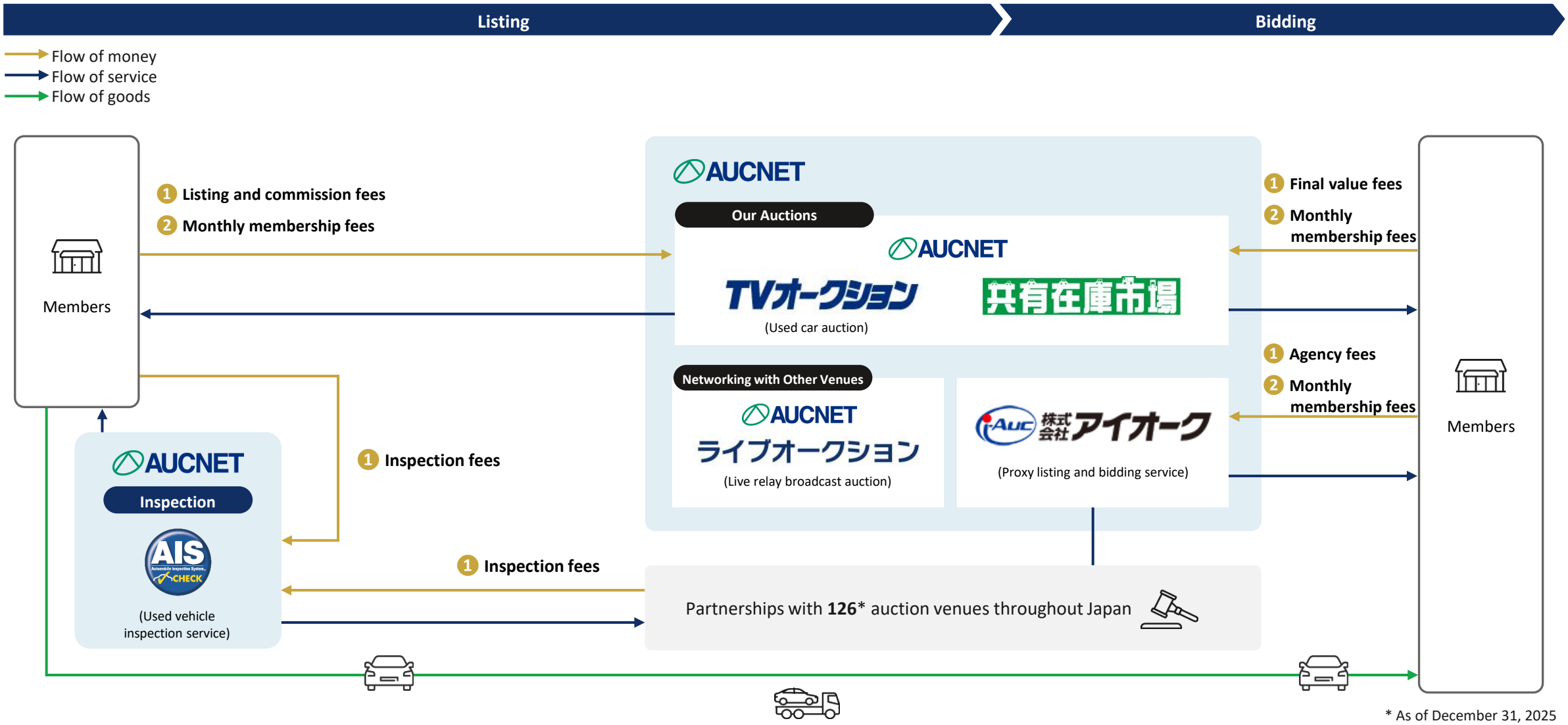
- AIS Inc. is an industry leader in used vehicle inspection.
- A team of approximately **240** inspectors* provides on-site inspection and evaluation services throughout Japan.

* As of December 31, 2025

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Business Model

Automobile Business



* As of December 31, 2025

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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.



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