

FY2020 2Q

Financial Results Briefing
Ending June 30, 2020



Agenda

- **Company Overview and Business Contents**
- **FY2020 2Q Financial Results for Fiscal Period Ending June 30**
 - (1) **First half financial results**
 - (2) **Overview by segment**
- **Consolidated Forecast**
- **Status of IR Activities**



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- **Status of IR Activities**

Company Overview

Company Name	MarketEnterprise Co.,Ltd.
Established	July 7, 2006 (Business started on November 1, 2004)
Stock listing date	Listed on TSE Mothers on June 27, 2015 (Securities Code:3135)
Capital stock	306,699,000 yen (as of the end of December 2019)
Representative	President & CEO Yasushi Kobayashi
Business Contents	Second-hand Online Business, Media Business, Mobile & Telecommunications Business
Number of Employees	363 employees (Including part-time staff) (as of the end of December 2019)
Head Office	Tokyo Tatemono Kyobashi Bldg. 3F, 3-6-18, Kyobashi, Chuo-ku, Tokyo, 104-0031, Japan
Major Partners	Yahoo Japan Corporation / Rakuten, Inc. / Amazon Japan G.K. / eBay Inc. / DENTSU INC. / NTT DOCOMO INC Dai Nippon Printing Co., Ltd. / Japan Co-op mutual aid Consumers' Co-operative Association / SG Holdings Co., Ltd. / Yamato Holdings Co., Ltd.

What is MarketEnterprise?

MARKET + ENTERPRISE (adventurous creation)

We are a company engaged in various businesses to aim to be an
"Optimized trading company" based on second-hand.

What is "Optimized trading company"?

**A company that can offer various options
to the consumers seek to be smart.**

Smart Consumer: Consumers aware of the absolute value
(high satisfaction consumption) and the relative value (resale value)

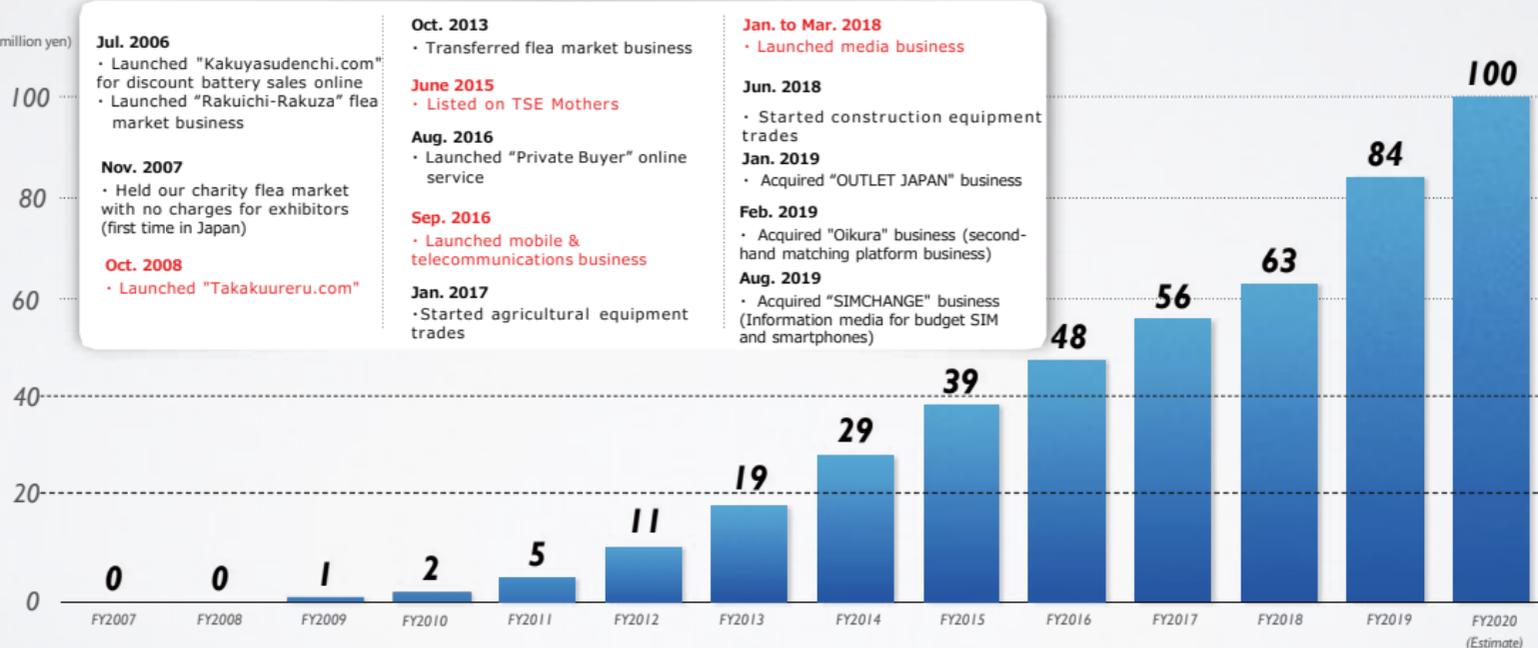
Company History / Changes in Net Sales

We have developed second-hand business since our establishment in 2006.

Through our experiences such as organizing flea markets, we began specializing in the second-hand online business in 2013.

After being listed on TSE Mothers in June 2015, we have successfully diversified our business.

(Unit: 100 million yen)



Business portfolio

We have built the needed portfolio to provide our service for smart consumers.





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Financial Highlights of FY2020 2Q

Our net sales increased by **35.1% YoY** to **5.17 billion yen**, reaching the **record-high net sales for the first half!**
Operating profit increased by **2.1 times** to **309 million yen**, reaching the **record-high operating profit for the first half!**

Our operating profit ratio increased **from 3.9% to 6.0%**, significantly increasing by **2.1pt!**

Unit: million yen	1st half, June 2019	1st half, June 2020	YoY Change
Net sales	3,832	5,179	+35.1%
Operating profit	150	309	up 2.1 times
(Operating profit ratio)	(3.9%)	(6.0%)	-
Ordinary profit	149	308	up 2.1 times
Profit attributable to owners of parent	66	167	up 2.5 times

Net sales by Segment: First half of the fiscal period ending June 30, 2020

As a result of two new businesses generating steady revenues,

we started to divide our businesses into 3 business segments in this fiscal period.

The net sales of our main business, second-hand online business steadily increased by 14.1% YoY!

Media business increased by 6.1 times, and Mobile & telecommunications business increased by 2 times YoY.

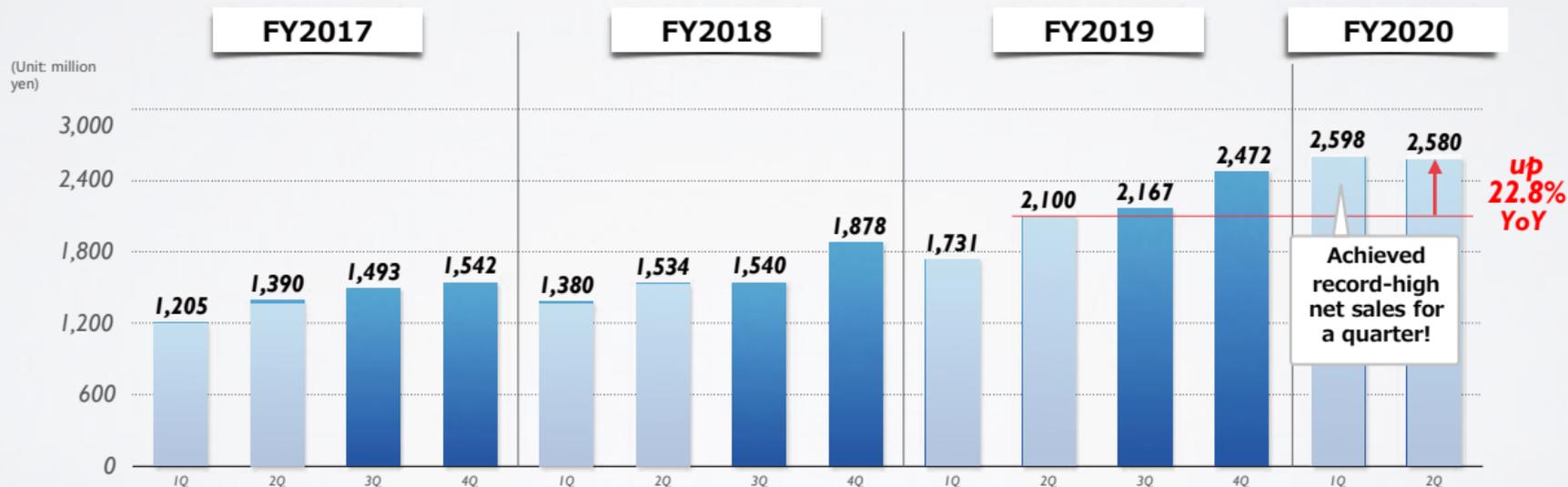
After the strategic investment in the fiscal period from FY2017 to FY2018.

the net sales of our two new business segments increased significantly.

Unit: Million yen	First half, June 2019 (Reference)	First half, June 2020 (Actual)	YoY Change
Second-hand Online Business	3,026	3,454	+14.1%
Media Business	43	263	up 6.1 times
Mobile & Telecommunications Business	795	1,600	up 2.0 times
Adjustment	-32	-138	—
Consolidated total	3,832	5,179	+35.1%

Changes in Net sales (in the last 3 years by quarter)

For media business and mobile & telecommunications business, special demands due to the launch of new iPhone models in September 2019 resulted in the **record-high net sales in Q1, 2020**. In our main business, second-hand online business, net sales slightly decreased due to the temporary purchase slump caused by the impact of large typhoons in October. However, the business maintained high net sales of over 2.5 billion yen for two consecutive quarters! The revenue **increased by 22.8% YoY**!

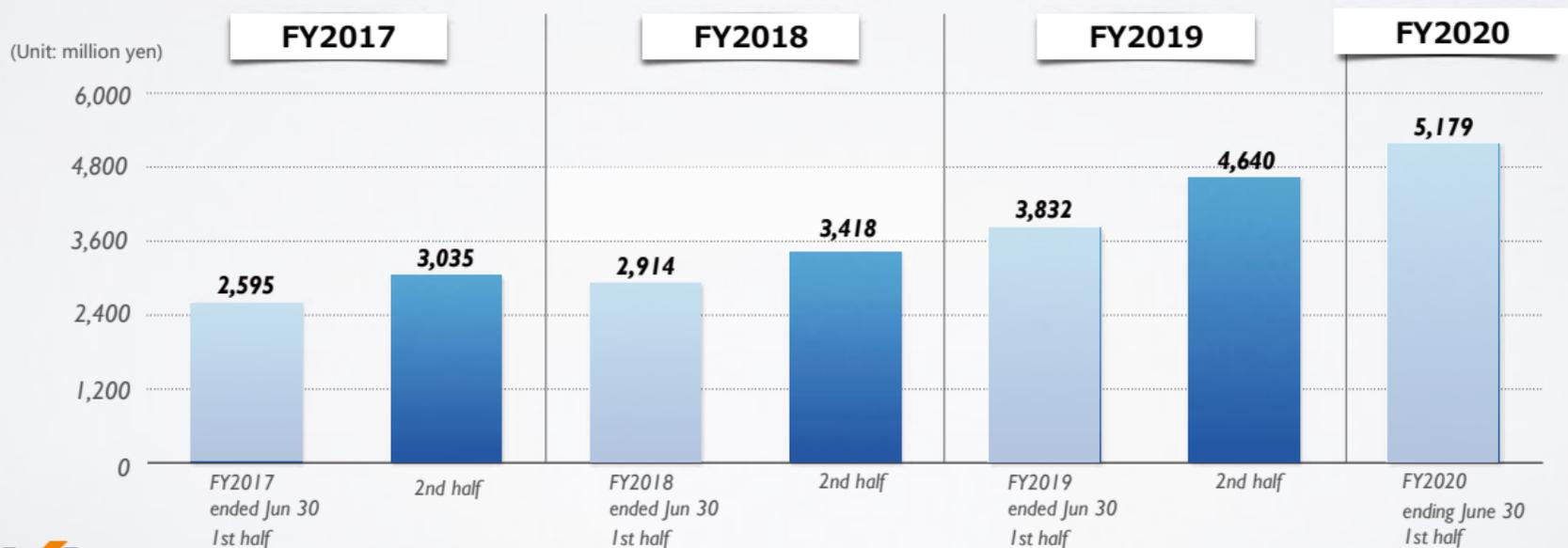


Changes in Net sales (in the last 3 years by half period)

For our main business, Second-hand Online Business, significant commodity purchases occur in March to May (moving season in Japan), so our net sales period is concentrated on Q4.

Our net sales tend to be **concentrated on the second half** of each fiscal year!

Though the full-year consolidated forecast seems to be unchanged at the moment, it is expected to be similar to average years.

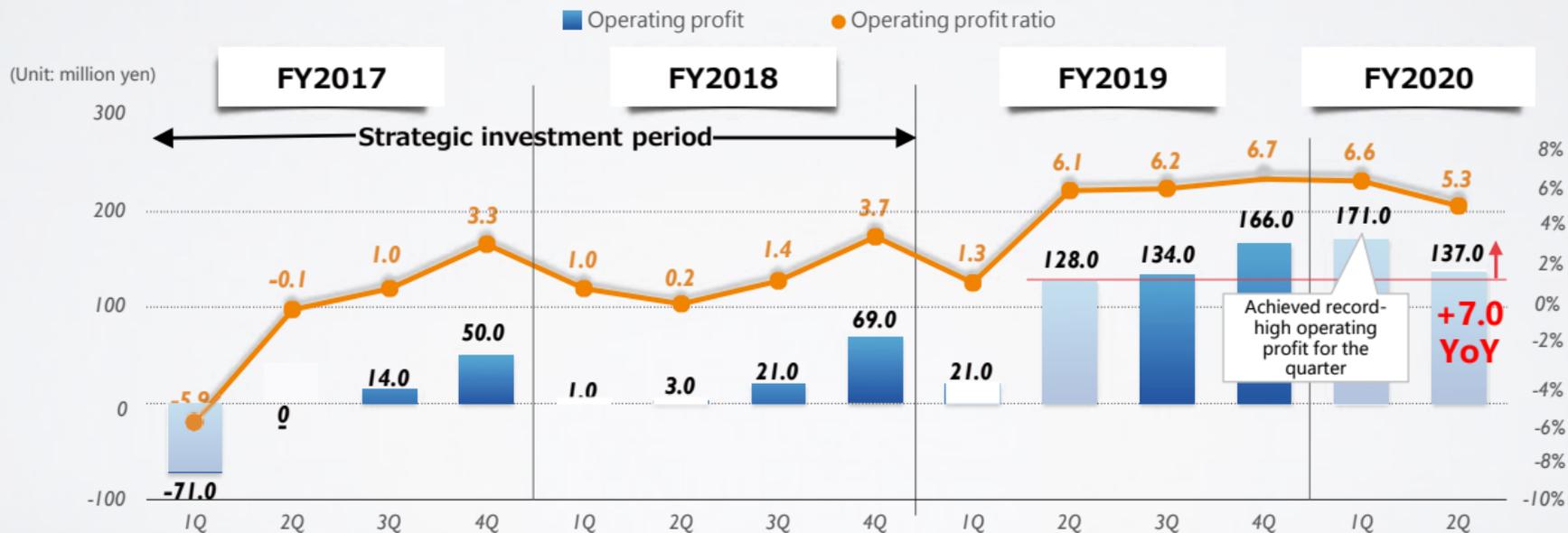


Changes in Operating Profit and Operating Profit Ratio (in the last 3 years by quarter)

After a strategic investment period of the past two years (in the fiscal period from FY2017 ended June 30, 2017 to FY2018 ended June 30, 2018), operating profit ratio increased significantly YoY.

As well as net sales, **operating profit was record-high in 1Q, FY2020**, due to the special demands generated in media and mobile & telecommunications business in September.

In Q2, we saw some reactionary decrease in the media and mobile & telecommunications business, resulting in a decrease from the previous two quarters (Q4 of previous period and Q1 of this period), but **the profit increased by 7.0% on year-on-year** (however, it was limited to a single-digit increase, due to a significant increase in profit level starting from Q2 last year).

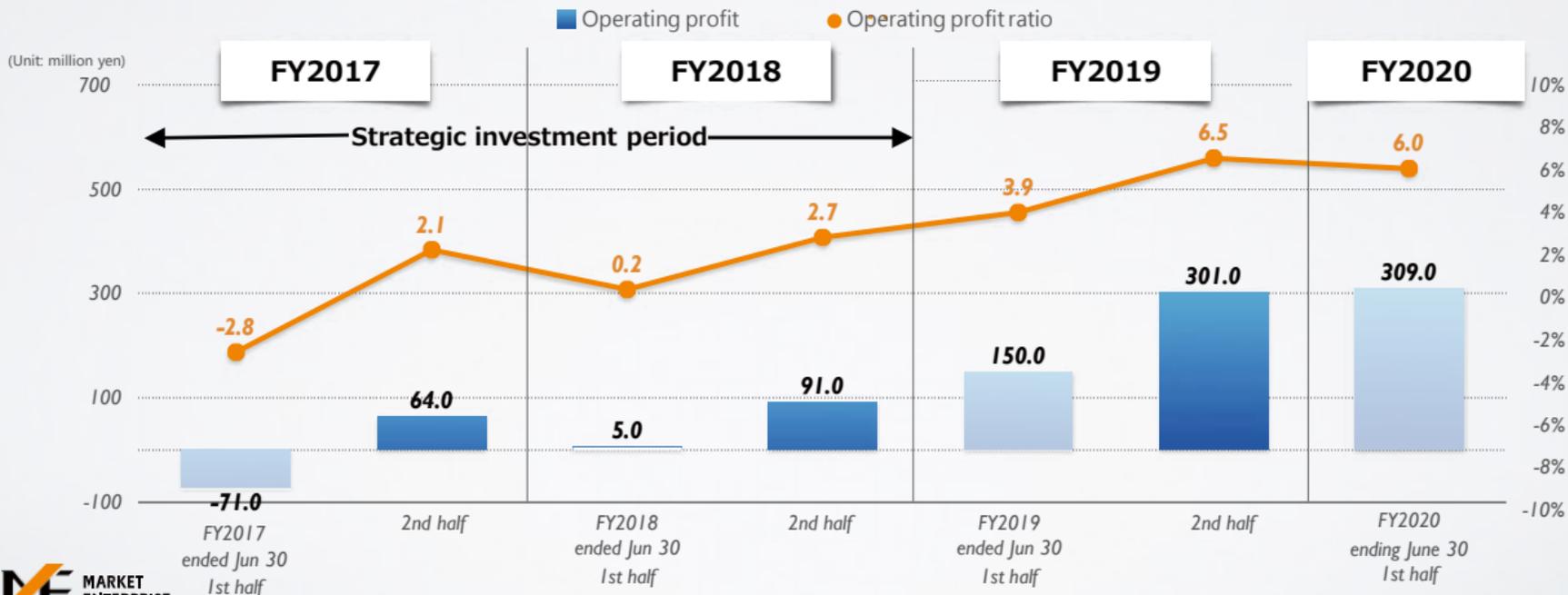


Changes in Operating Profit and Operating Profit Ratio (in the last 3 years by half period)

Operating profit tends to **increase in the second half of the year!**

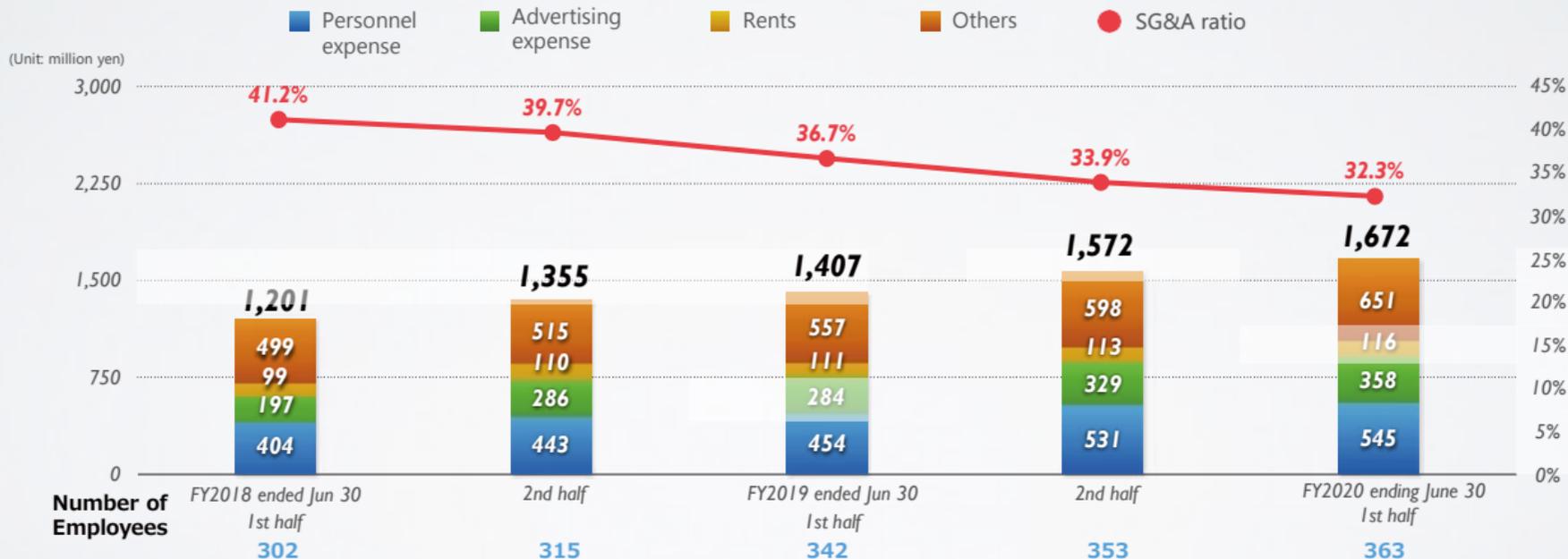
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Though the full-year consolidated forecast seems to be unchanged at the moment, it is expected to be similar to average years.



SG&A Expenses and Changes in the Number of Employees

While personnel expense was on the rise overall because of the enforced hiring, we promoted operational standardization and introduction of IT, so as a result **SG&A ratio steadily decreased**.



*Others include freight charges, packing fees, payment commissions, travel expenses, etc.

*Number of employees includes number of part-timers.

Changes in Consolidated Balance Sheet

Due to goodwill accrued by “SIMCHANGE” business acquisition, **non-current assets increased by 26.9% year-on-year.**
The total borrowings increased by 48.4% due to fulfill business transfer funds and working capital.

Unit: million yen	End of Jun. 2019	End of Dec. 2019	Change
Cash and deposits	1,166	1,358	+ 16.4%
Merchandise	367	373	+ 1.7%
Other current assets	583	667	+ 14.4%
Non-current assets	499	633	+ 26.9%
Total assets	2,617	3,033	+ 15.9%
The total borrowings	555	824	+ 48.4%
Other liabilities	817	763	▲6.6%
Total liabilities	1,372	1,588	+ 15.7%
Total net assets	1,244	1,444	+ 16.1%
Total liabilities and net assets	2,617	3,033	+ 15.9%



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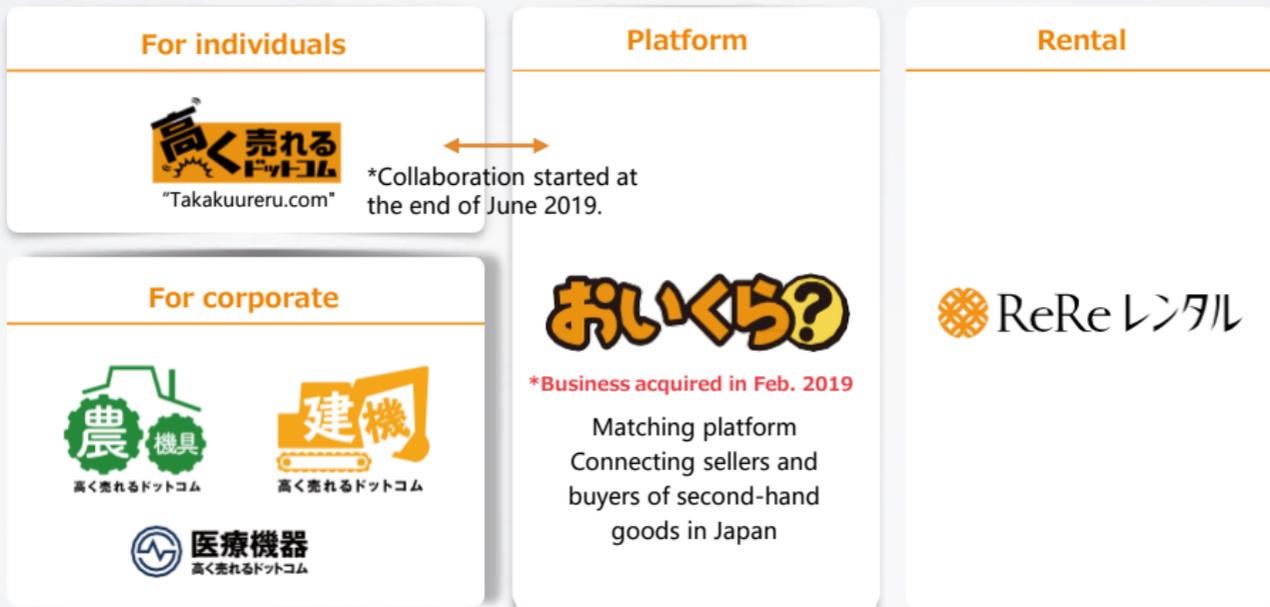
Status of IR Activities

Second-hand Online business

Second-hand Online business: Overview(1)

We have been focusing on large-scale commercial materials such as agricultural equipment, construction machinery, and medical equipment, as well as for individuals.

In February 2019, we acquired Oikura, a second-hand goods matching platform that connects sellers and buyers in Japan, and at the end of June 2019, we started the collaboration with "takakuureru.com". We have been working on strengthening synergies.



Second-hand Online business: Overview(2)

Both purchase and sales are available at multiple-channel. We can respond to customers' various needs.

We have strengthened our support for the large corporate projects based on "C to B to C*".

Business flow



- Purchase: Almost all purchases are made through "Takakuureru.com" site, fully operated by our company.
- Sales: In addition to listing in multiple marketplaces such as YAHUOKU!, Rakuten, Amazon, we also conduct sales on our EC website "ReRe".

*CtoBtoC: Consumer to Business to Consumer. Transactions are made through legal entities, not directly between individuals.

Second-hand Online business: Purchasing Vertical Websites

We have received **around 40,000 purchasing requests per month**.

And we have catch up **30 categories** centered on niche commodities.



Second-hand Online Business: Strengths of the Business

Through the pursuit of customer satisfaction by utilizing our advantages,
we became the **No. 1 company in the auction sales through internet for the past 2 years consecutively.**

Primary assessment at our own Contact Center



We propose purchasing
Price/method etc.

Purchase through three channels



Home
delivery



Over-the-
counter



Door-to-door



Second-hand Purchasing Bases developed across the country



Reduces psychological and physical
barriers by developing to areas close
to customers

We have developed Second-hand
purchasing base in Sapporo, Sendai,
Saitama, Tokyo, Nishi-Tokyo, Yokohama,
Nagoya, Osaka, Kobe and Fukuoka

Standardized Operation



The work manual with 1,000
pages

Standardization of the service level by using
our manual "STANDARD BOOK" that
clearly describes the business process and
its practice.

Second-hand Online Business: Changes in Net sales (in the last 3 years by half period)

Net sales increased **by 14.1% YoY to 3.45 billion yen**, resulting **in record-high net sales for a half period!**

Many purchasing requests occur from March to May (moving season in Japan). Therefore, our sales are concentrated on Q4, so our net sales **tend to be concentrated on the second half of each fiscal year.**

(Unit: million yen)

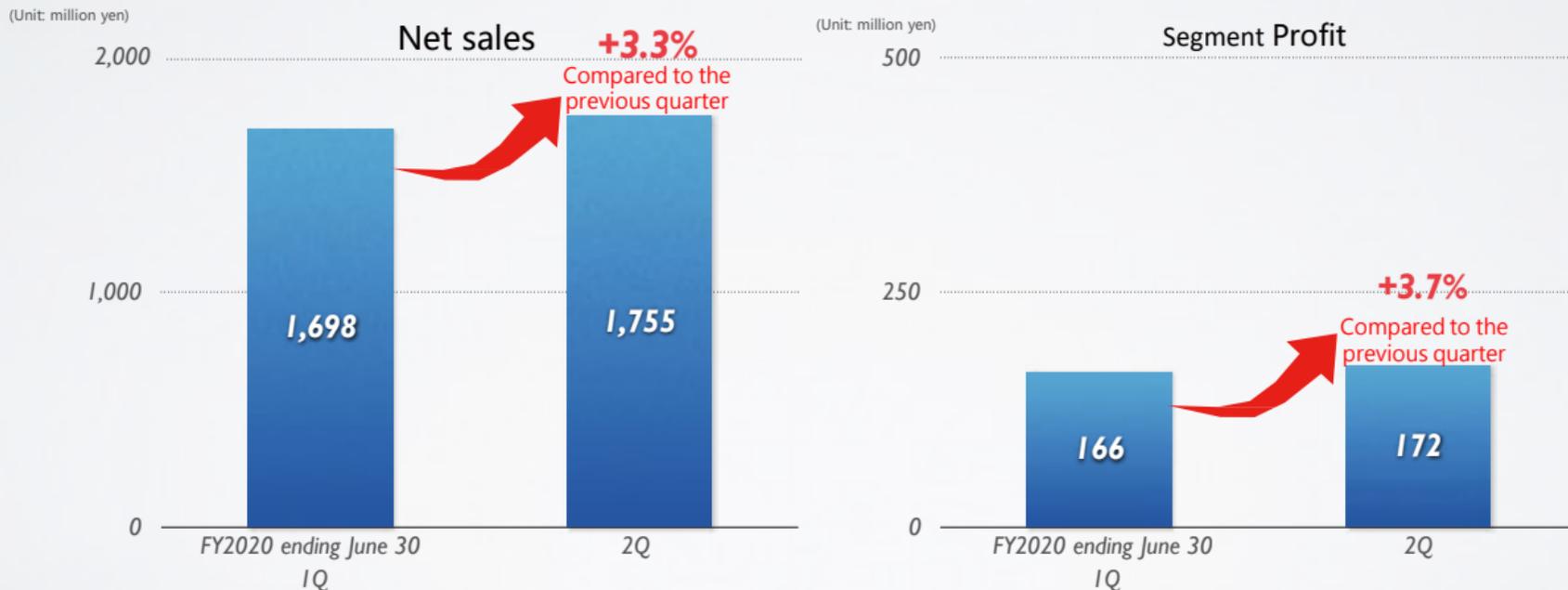


*Since disclosure by business segment began in FY2020, ending June 30, 2020, sales prior to the fiscal year ended June 30, 2019 are unaudited and listed as a reference.

Second-hand Online Business: Net Sales and Segment Profit (Quarterly Comparison)

In Q2, our purchase temporarily decreased due to large typhoons in October.

However, this was compensated, **resulting in increased net sales and segment profit compared to the previous quarter, Q1.**



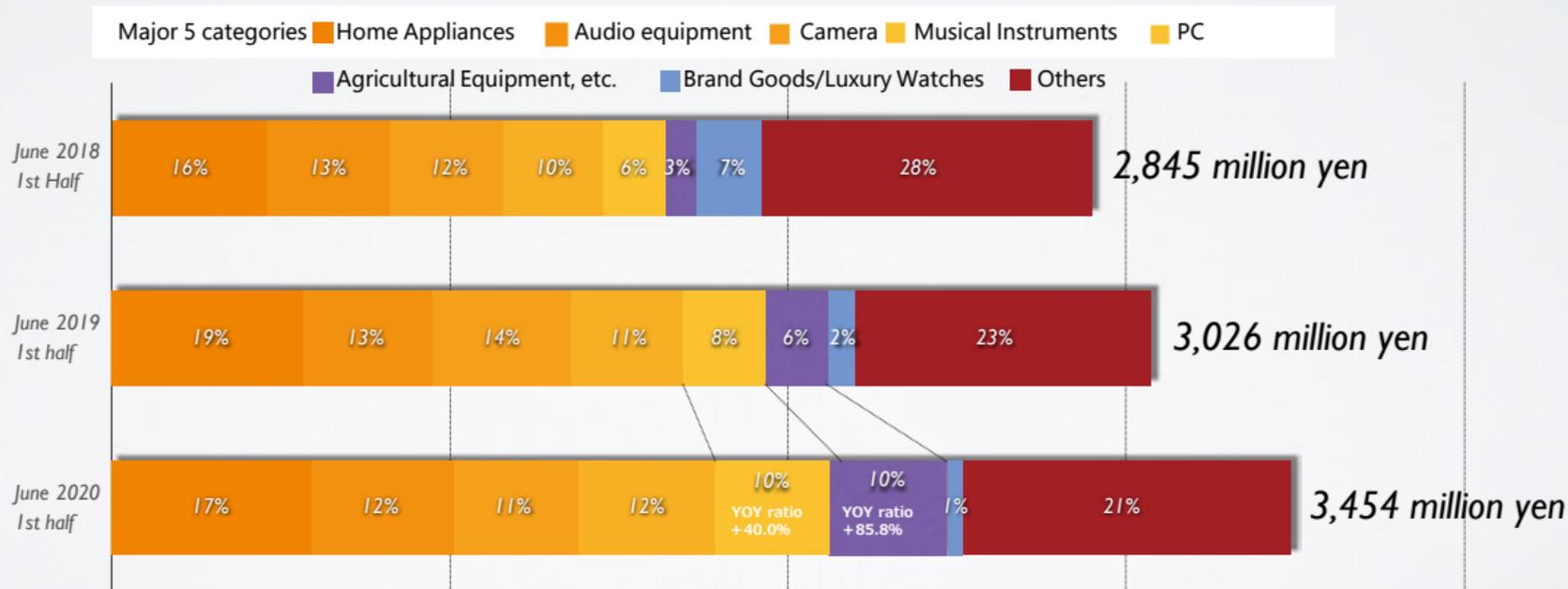
*In both net sales and segment profit, the figures before adjustment of quarterly consolidated profit and loss statement are listed here.

Second-hand Online Business: Net Sales Ratio by product

High-end products (including agricultural equipment, construction machinery and medical equipment) for corporations increased significantly by 85.8% year-on-year!

Among the five major categories, PC increased by 40.0% year-on-year.

On the other hand, brand goods and luxury watches continuously decreased strategically.

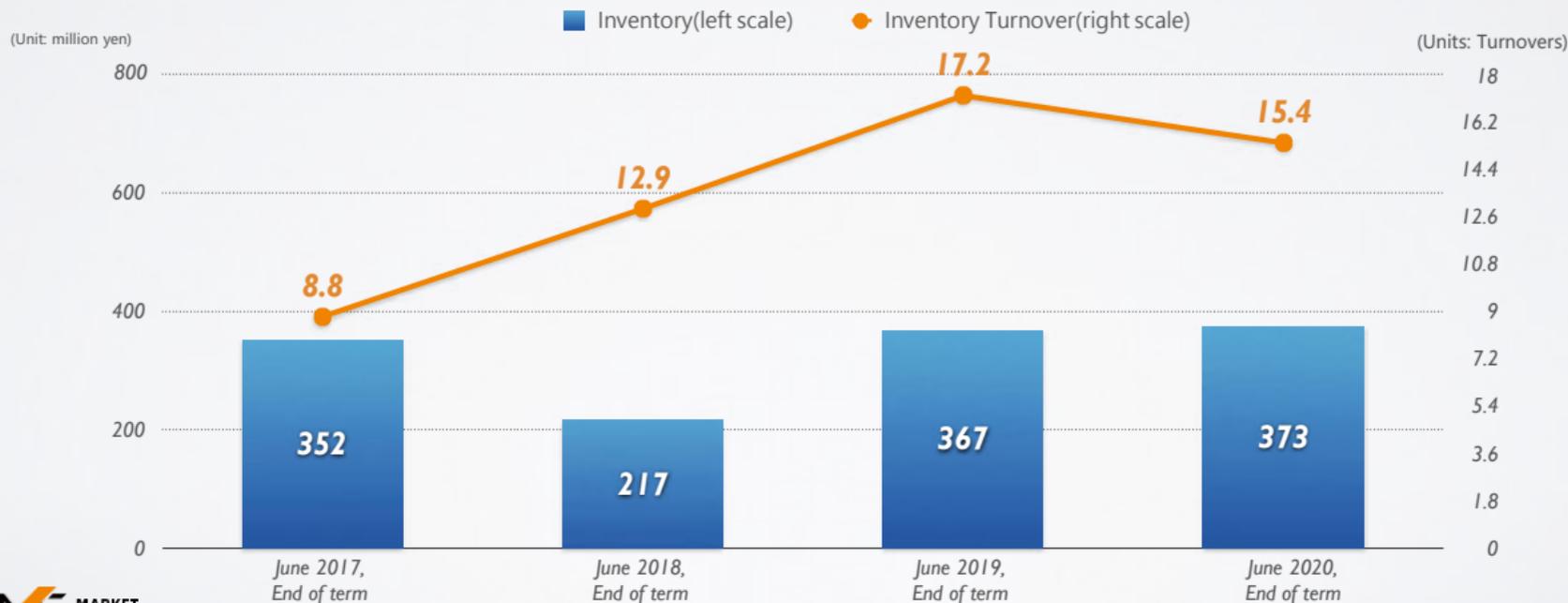


**Agricultural equipment, etc. *includes sales of construction machinery and medical equipment.

**Others* includes sales of products not listed above and "Oikura" & "ReRe Rental" sales as well.

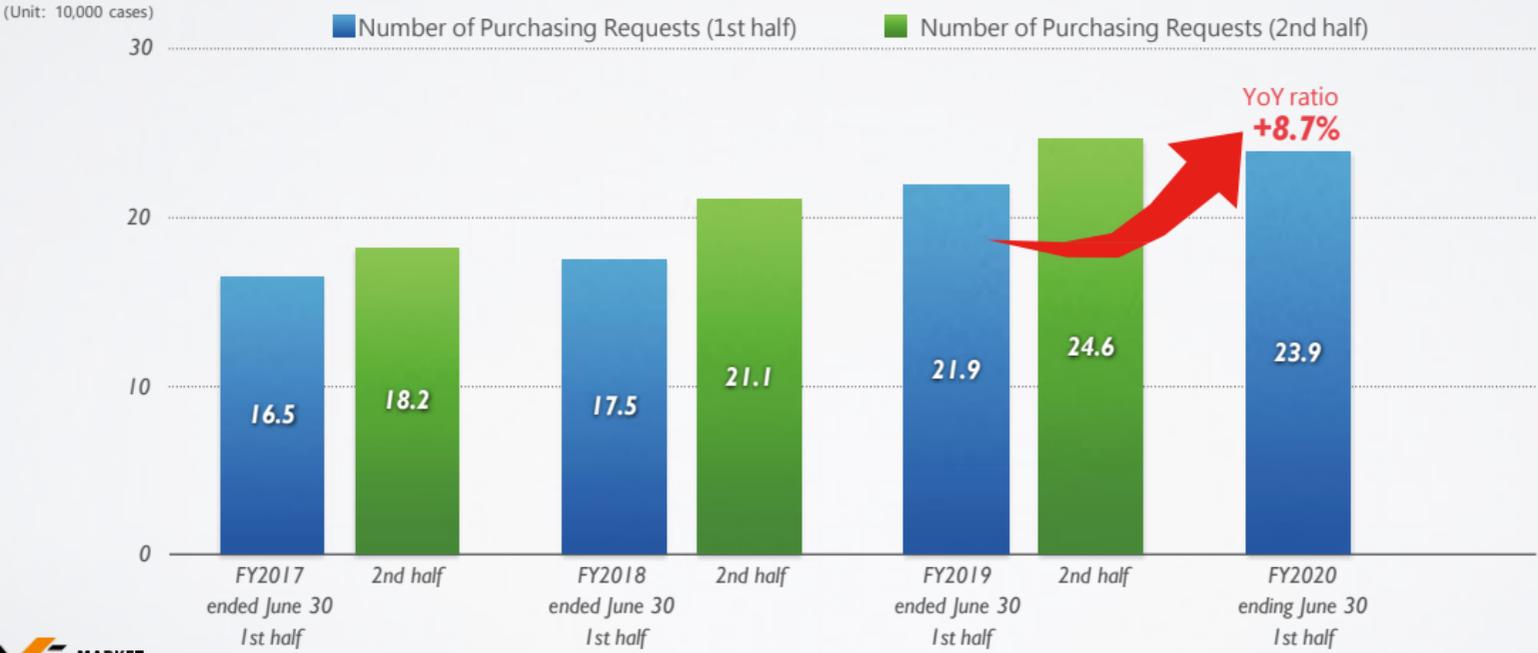
Second-hand Online Business: Inventory/Inventory Turnover

- Inventory at the end of the first half increased **by 1.7% to 370 million yen** from the end of the previous fiscal year end. The increase in the high-quality product we held was a positive factor.
- Though we handled high-end products, **inventory turnover was continuously high**, which promoted our management with highly efficiency.



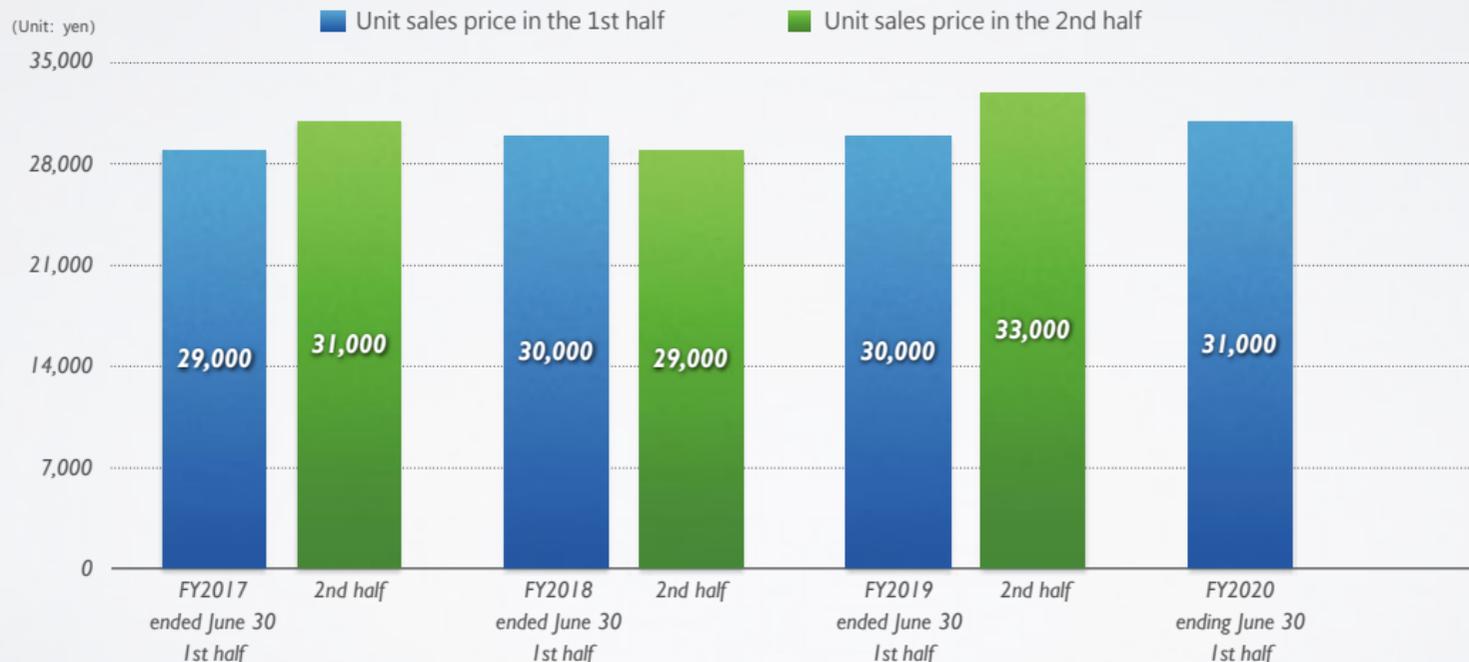
Second-hand Online Business: Number of Purchasing Requests

The number of **monthly purchasing requests for second-hand items is approx. at 40,000**,
and we acquired **239 thousand requests, up by 8.7% year-on-year** for the first half.
The requests **tend to be concentrated on the second half of each fiscal year**.
(Because our busy season is from March to May, the moving season in Japan.)



Second-hand Online Business: Average unit sales price

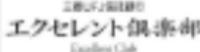
The unit sales price kept a high level of 30,000 yen or more.



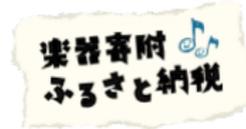
Second-hand Online Business: Topics in the First half of FY2020

We established a new distribution channels for second-hand products, through extensive collaboration with companies and local governments.

The Business Alliance of Second-hand Product Purchase

Company name	Announcement date	Contents	Traded products
Polaris Capital Group Co., Ltd. 	Nov. 2019	Joint implementation of official trade-in program	Snowmobiles
Nousouken Corporation  株式会社農業総合研究所	Oct. 2019	Initiated purchase service of second-hand agricultural equipments, targeted registered members	Tractors, etc.
Mitsubishi UFJ Trust and Banking Corporation  エクセレント倶楽部 Excellent Club	Oct. 2019	Started exclusive purchase service for "Excellent Club" members	All categories
Half Century More Co., LTD. 	Sep. 2019	Started purchase service of second-hand goods for new tenants of luxury apartments built for senior residents	All categories
Panasonic Consumer Marketing Co., Ltd. 	Jul. 2019	Started the official purchase service for electric assisted bicycles	Electric assisted bicycles

"Hometown Tax Program through donating Musical Instrument"



6 local governments

- Inabe City, Mie Pref.
- Higashikagura Town, Hokkaido
- Kitamoto City, Saitama Pref.
- Tomiya City, Miyagi Pref.
- Nisshin City, Aichi Pref.
- Matsuura City, Nagasaki Pref.

Potential Market size of the Second-hand

Our target is **4.5 trillion-yen** market: Consisting of **3.2 trillion-yen** market, not compatible with CtoC (Consumer to Consumer) trades and **1.3 trillion-yen** market for corporations



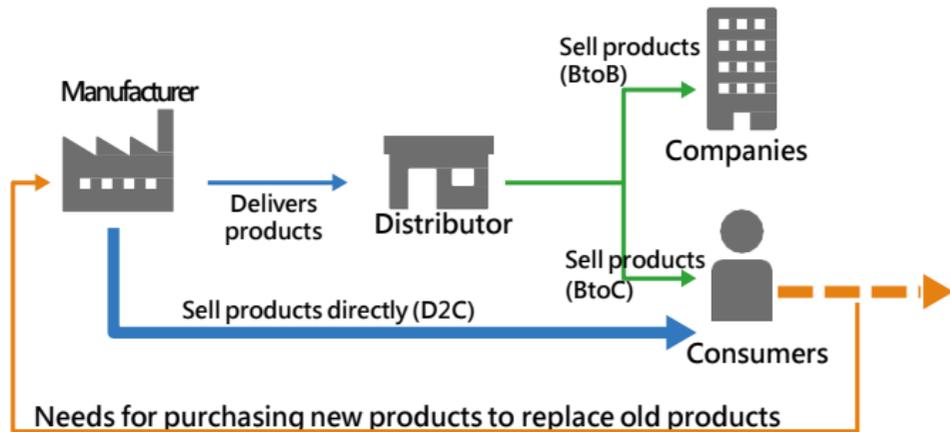
*Source: METI (Ministry of Economy, Trade and Industry) FY2016 Survey of Infrastructure Development Status for Data-driven Society in Japan (E-Commerce Market Survey)

*Source: Agriculture equipment: Ministry of Agriculture, Forestry and Fisheries, Construction Machinery: Japan Construction Equipment Manufacturers Association, Medical Devices: Statistics of Production by Pharmaceutical Industry (Annual Report): Calculated by multiplication by the future reuse ratio of 30%.

Our market: 4.5 trillion yen + α

Strengthening Second-hand goods Purchase: Expanding Alliance with Manufacturers

Second-hand purchasing demands expanded due to manufacturers D2C (*) acceleration strategy. In addition to the primary distribution (new products purchase), manufacturers need to pay attention to secondary distribution (purchase and resale) and have good purchase partners.



We respond to the needs of
second-hand goods purchase

ME MARKET
ENTERPRISE

[Alliance Case]

POLARIS

 Panasonic Store

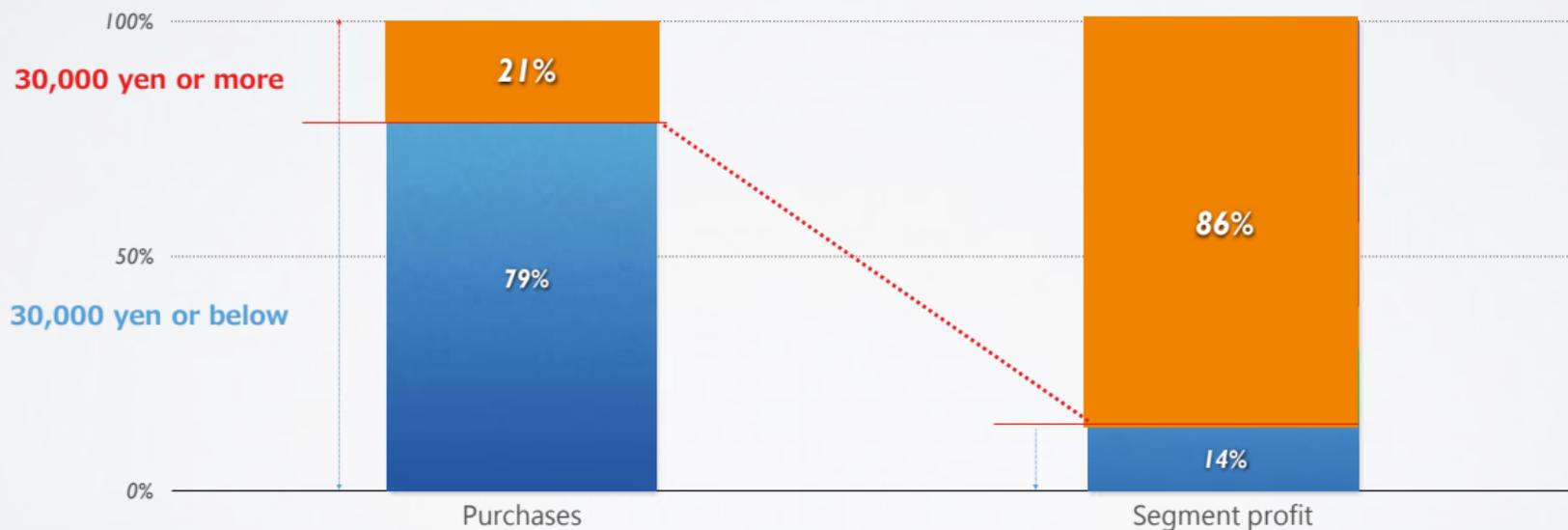


*D2C stands for Direct to Consumer. This is a mechanism for selling products directly to consumers.

Revenue Structure of "Takakuureru.com"

In all our purchases, the percentage of merchandise of 30,000 yen or more accounts for 21%.

The products of 30,000 yen or more accounts for 86% of the segment profit.



About second-hand matching platform "Oikura"

(Acquired in February 2019)

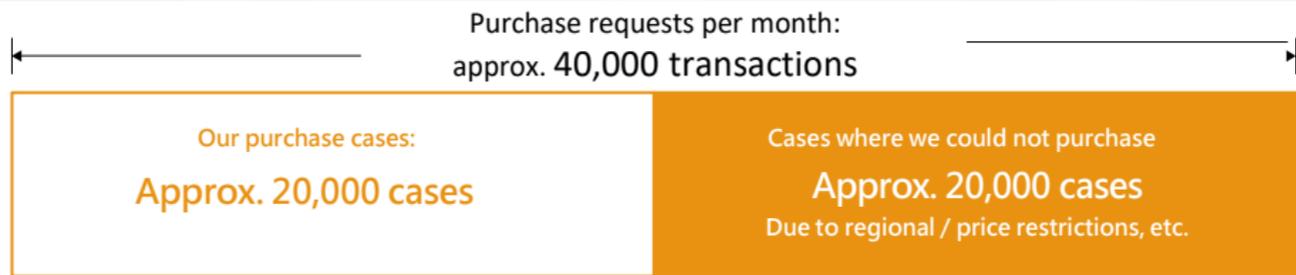
A nationwide matching platform for buyers and sellers of second-hand products



Connecting "Takakuureru.com" and "Oikura": Structure reform for second-hand item purchase

[So far] Out of approx. 40,000 purchase requests per month, we were not able to respond to about half of the purchase requests, due to regional and price restrictions.

[Going forward] We will be able to refer customer's purchase requests (that we cannot handle due to the restrictions) to member stores in Japan via "Oikura"



"takakuureru.com"

We can now refer
customers to our
member stores

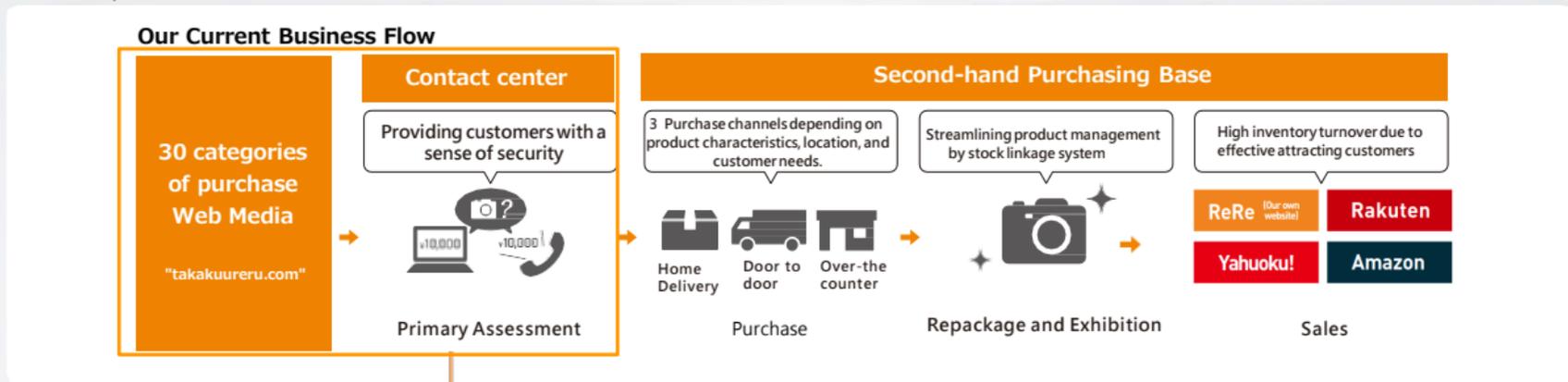


Oikura

Mechanism how we refer our customers from "Takakuureru.com" to "Oikura"

During the price pre-assessment stage at our Contact Center, we can refer purchase requests that we cannot handle, to 1,431 member stores(964 paying member stores*) in Japan via "Oikura".

* As of January 2020



New business flow through the collaboration with "Oikura"

Send purchase requests that we cannot handle to member stores in Japan via "Oikura".

おいくら?
Oikura

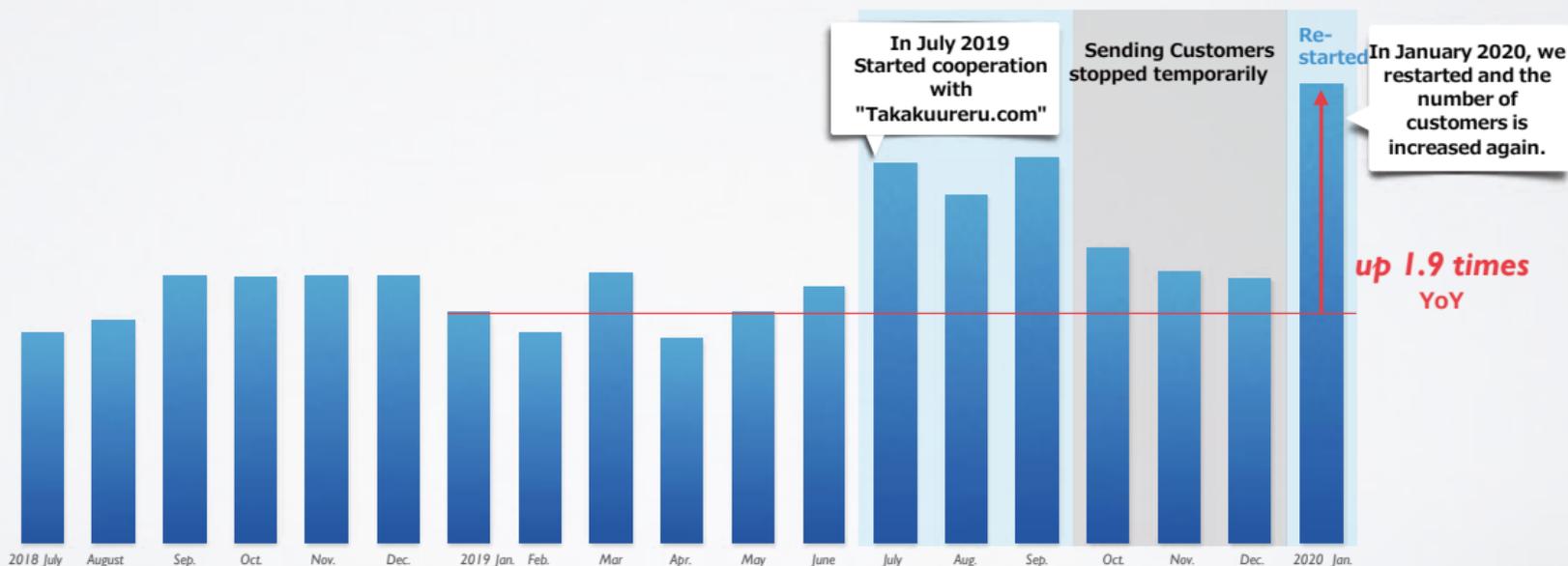


Number of customers sent to member stores via "Oikura"

After the cooperation with "Takakuureru.com" started at the end of June 2019, the number of customer referrals increased significantly from July 2019.

However we temporarily stopped sending customers in Q2 (October to December) due to poor matching ratio.

- We made improvements by investing in system development and renewed the matching engines mechanism at the end of December 2019.
- After the improvement, we restarted sending customers in January 2020 and the number is on the rise again!



Media business

Media business: Media Ownership

We have five medias in the keenly interested field to supply information for smart consumers.

Second-hand online



MAGAZINE

Second-hand media that understand how to buy, sell and dispose

Telecommunication



Information media of iPhone, Wi-Fi, WiMAX



*Acquired in Oct. 2019

Information media about budget SIM and smartphones

Consumption related



Media you can find your hobbies

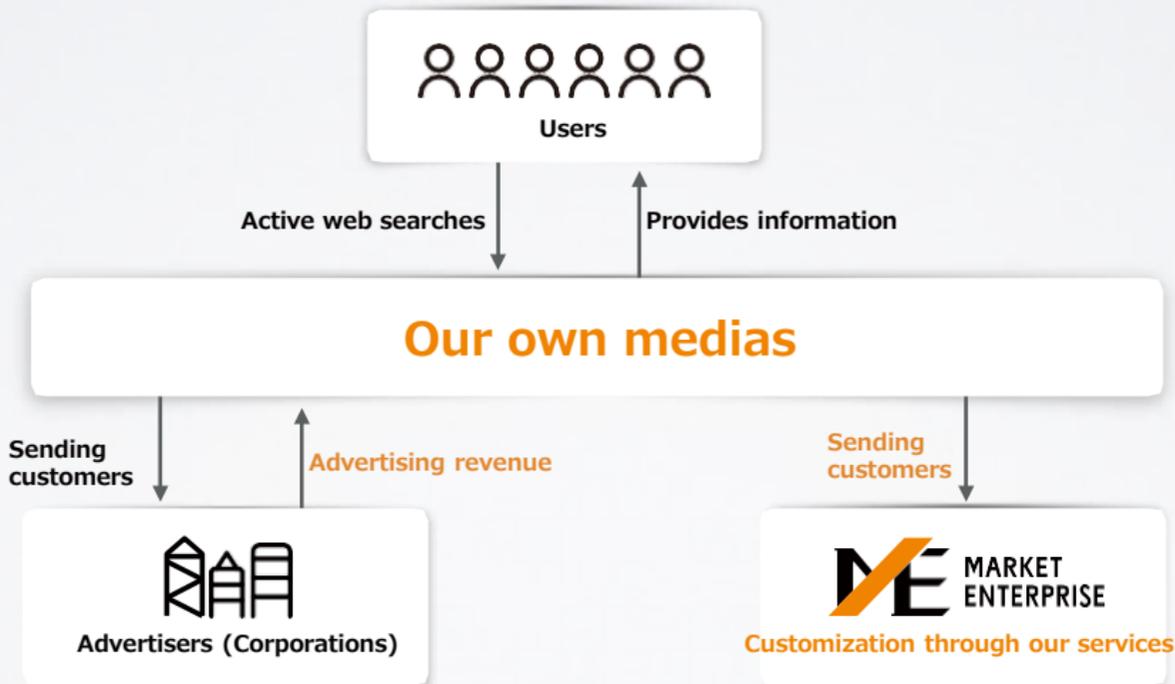


*Acquired in Jan. 2019

One of the largest outlet mall information media in Japan

Media Business: Business Model

We have supported the users for matching by providing some contents about the highly interesting field.



Media business: Acquisition of "SIMCHANGE" business

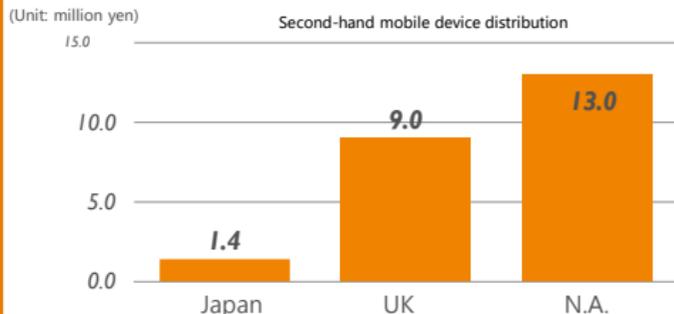
(Q1: Acquired in August 2019)

Support for increased demands for second-hand mobile devices accompanying the SIM unlock (Sep. 2019) - Promotion of multi-domain strategies

Capturing SIM unlocking demand

Second-hand mobile market

Japan's second-hand mobile device market is smaller compared to UK and North America



Source: 2016 information for Japan, 2015 information for North America (including United States and Canada), 2016 information for UK. Sales volume does not include sales between consumers on auction sites.
Source: "Refurbished Phone Sales" Gartner, External Survey Report "TMT Predictions 2016"

Multi-domain strategies

- Taking fostering areas deliberately



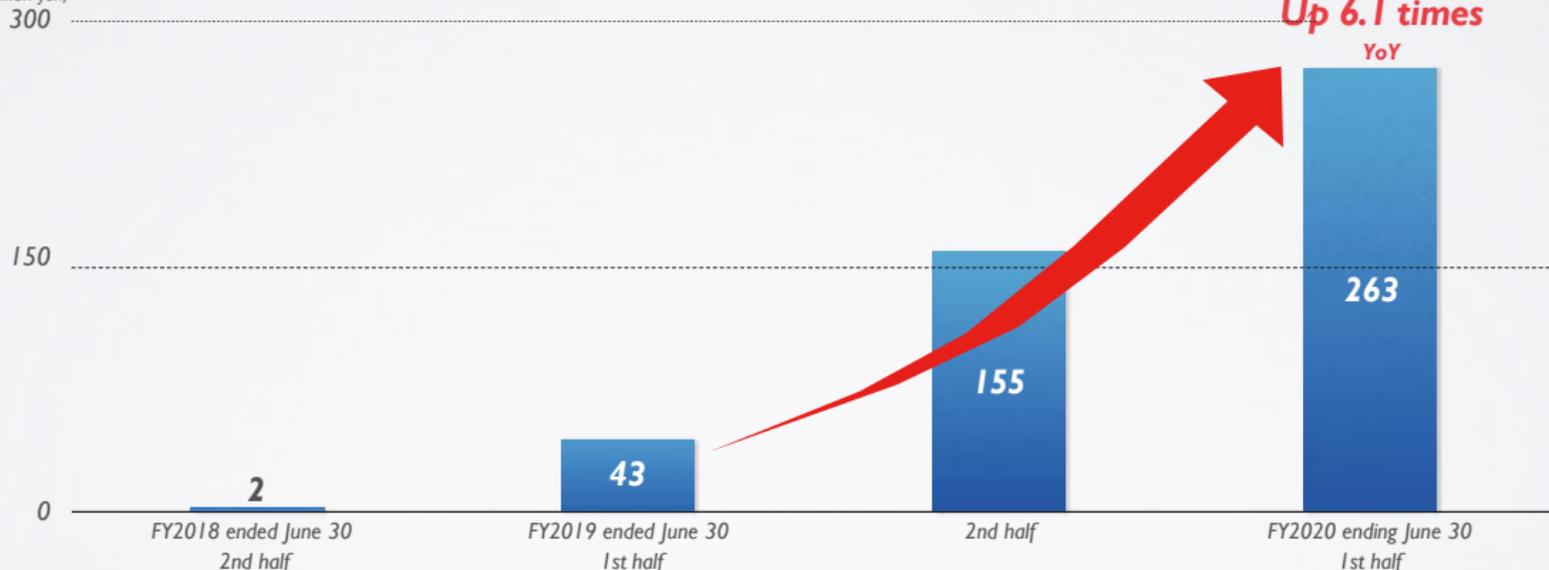
- Target word distribution
- Sharing know-how articles
- Standardization of operations
- Increasing media exposure
- Risk diversification

Media Business: Changes in Net Sales (in the last 2 Years by half period)

Net sales increased **by 6.1 times year-on-year to 263 million yen**,
resulting in **the record-high net sales for a half period!**

As our media increased in numbers, the media business continuously saw a rapid growth from the previous fiscal year.

(Unit: million yen)



*Since disclosure by business segment began in FY2020, ending June 30, 2020, sales prior to the fiscal year ended June 30, 2019 are unaudited and listed as a reference.

*Sales figures are from the figures before eliminations of inter-segment transactions.

Media Business: Net Sales and Segment Profit (Quarterly Comparison)

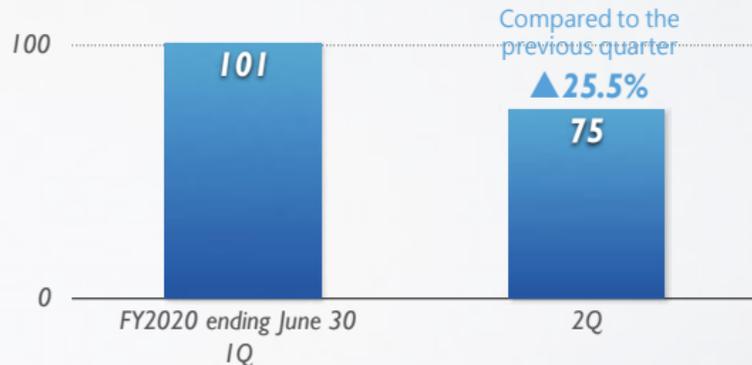
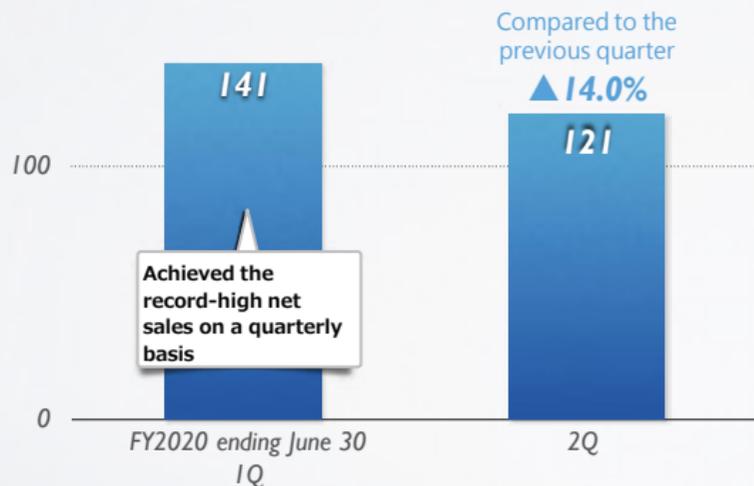
Special demand was created due to the launch of the new iPhone in September 2019. As a result, **we achieved the record-high net sales on a quarterly basis in Q1.** Though net sales decreased from in Q2, we had a steady growth excluding the business results caused by special factors in September.

(Unit: million yen)
200

Sales

(Unit: million yen)
200

Segment Profit



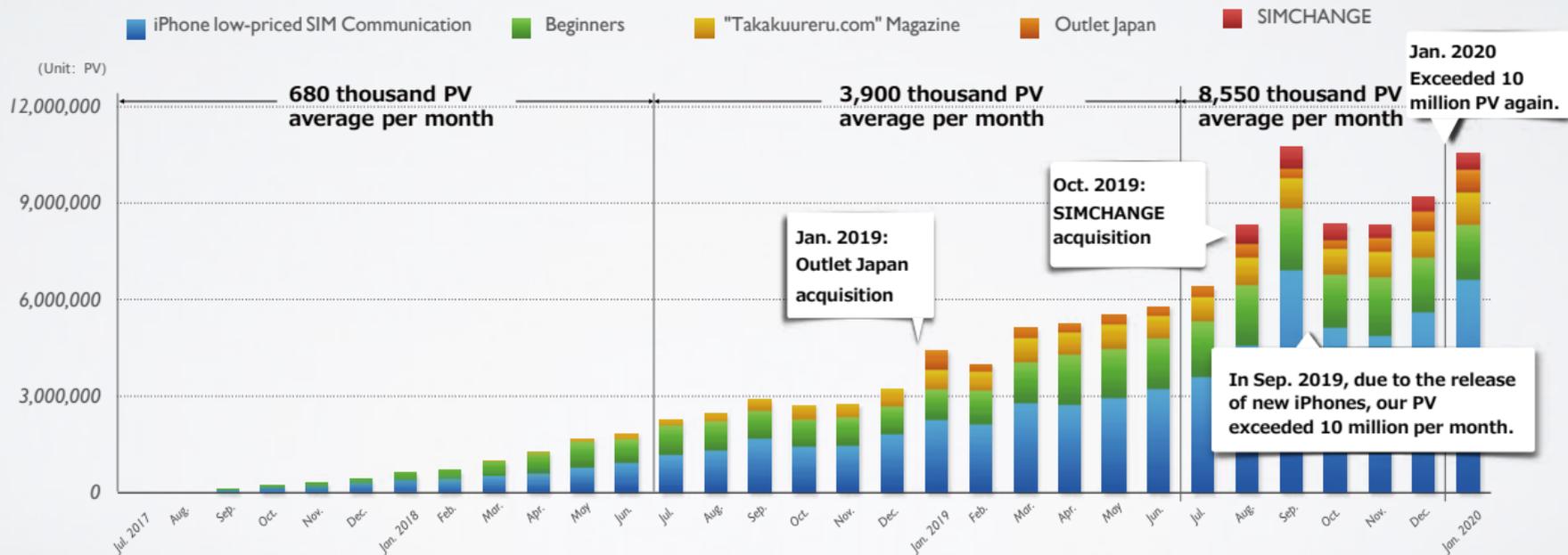
*In both net sales and segment profit, the figures before adjustment of quarterly consolidated profit and loss statement are listed here.

Media Business: Changes in the Number of Monthly PV (Page View)

In **September 2019**, after the release of the new iPhone, the number of PV (Page Views) exceeded **10 million per month** for the first time!

In **January 2020**, the number of PV exceeded **10 million per month** again!

By operating a wide variety of information media, we will aim for stable growth, easing special factors.



Media Business: Topics in the First Half of FY2020

We published research reports by our second-hand mobile market analysts, second-hand evangelists, and provided the latest information based on our company's large amount of transaction data, etc.

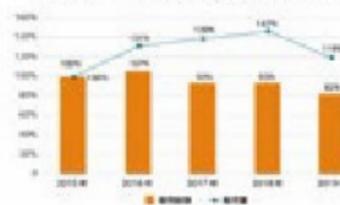
Published research reports, "iPhone Kakuyasu SIM Tsushin"

Ranking of popular second-hand mobile phone devices in FY2019, Q4 (Oct.–Dec.)

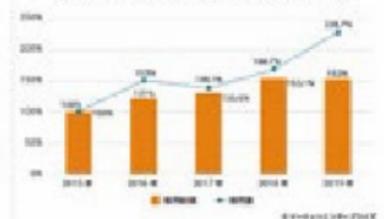
順位	変動	機種・モデル	ストレージ容量	通信キャリア	平均価格	平均価格(前四半)	中間値	中間値(前四半)
1位	↑	iPhone 7	128 GB	ソフトバンク	20,580 円	-2,211 円	20,000 円	-2,000 円
2位	↑	iPhone 7	128 GB	au	20,441 円	-2,332 円	19,800 円	-2,300 円
3位	↓	iPhone 8	64 GB	au	38,862 円	-5,841 円	40,000 円	-6,800 円
4位	↑	iPhone 8	64 GB	ソフトバンク	38,604 円	-4,568 円	40,000 円	-4,800 円
5位	↑	iPhone 7	32 GB	au	17,863 円	-2,033 円	15,800 円	-2,000 円
6位	↑	iPhone 7	128 GB	NTT F3E	22,870 円	-4,349 円	22,500 円	-4,300 円
7位	↔	iPhone 6s	64 GB	ソフトバンク	10,726 円	—	10,000 円	—
8位	↓	iPhone 7	32 GB	ソフトバンク	18,281 円	-413 円	17,738 円	-42 円
9位	↑	iPhone 6s	64 GB	NTT F3E	13,018 円	-1,698 円	12,800 円	-1,781 円
10位	↔	iPhone 8	64 GB	NTT F3E	35,670 円	—	35,800 円	—

Research results by "Takakuuru.com"

中古携帯電話販売総額・量 比較(2015年-2019年)



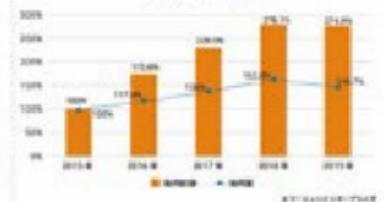
中古携帯電話販売総額・量 比較(2015年-2019年)



中古携帯電話(1~2F)販売総額・量 比較 (2015年-2019年)



中古携帯電話(廉価型)販売総額・量 比較 (2015年-2019年)



Media business: Acquired "Saiyasu-Syuuri.com"

(Q3: Acquired in February 2020)

We provided **repair service information**, utilizing our network of repairers throughout Japan.



Number of stores paying listing fees

Approx. **300** stores
(Total listing of 19,000 stores)

Number of users per month

570,000 users
(As of December 2019)

Number of PV per month

1.1 million PV
(As of December 2019)

Mobile & Telecommunications Business

Mobile & Telecommunications Business: Business Contents

We develop budget SIM service and WiMAX, high-speed telecommunication service, as an option to realize smart consumption in telecommunication service.

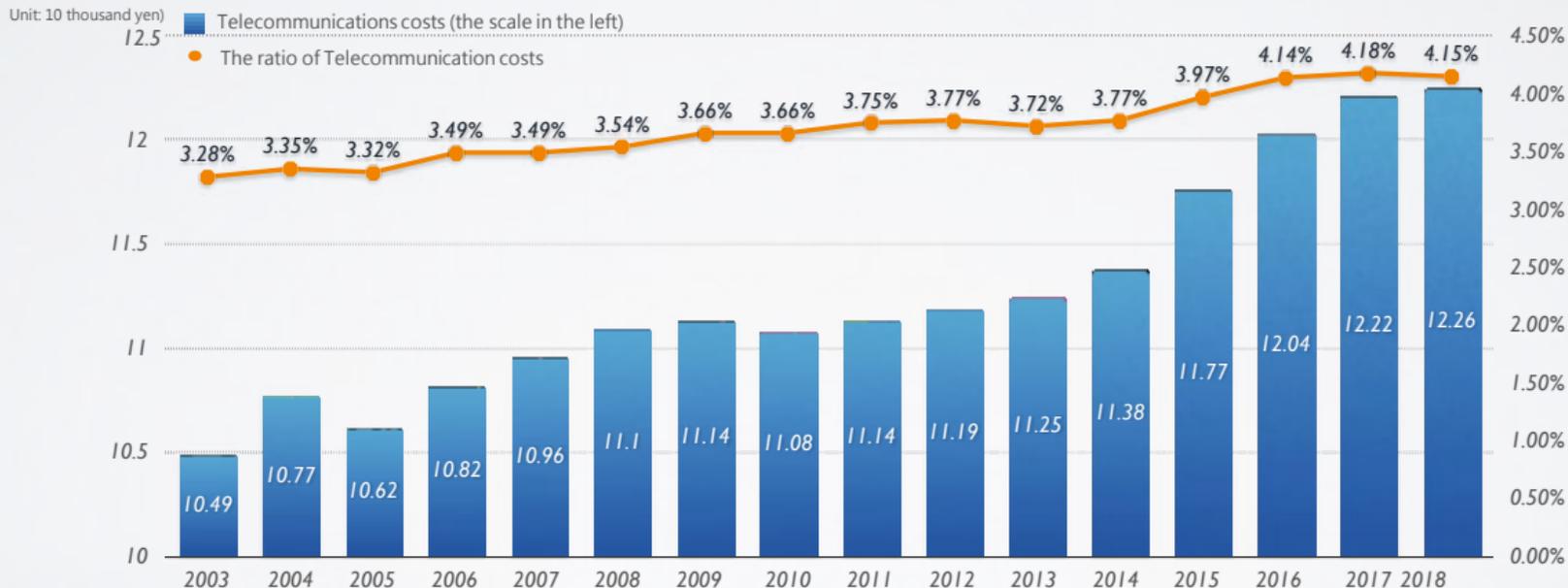
The screenshot shows the Kashimo website's homepage for SIM services. At the top, there is a navigation bar with the Kashimo logo and contact information (0120-327-663). The main banner features a woman holding a smartphone and text that reads: "端末代込みで他社と比べてください！ リユース端末×格安SIMだから 端末代込み ¥980円〜". Below the banner, there are four columns representing different device categories: iPad, iPhone, Smart TV, and Smart Home. Each column lists various models and prices. At the bottom, there is a search bar and a button labeled "カシモってなに？".

The screenshot shows the Kashimo website's homepage for WiMAX services. The top navigation bar includes the Kashimo logo and a "WiMAX" label. The main banner features a smartphone and text that reads: "業界最安額 1,380円". Below the banner, there are three icons representing "WiMAX", "格安SIM", and "無料!". The section below is titled "WiMAXとは" and includes a diagram showing a hand pointing at a smartphone, a WiMAX antenna, and a Wi-Fi symbol. Below the diagram, there are three columns of text: "WiMAXでできる", "いろいろなサービス", and "WiMAXのメリット". At the bottom, there is a section titled "お得な特典".

Mobile & Telecommunications Business: The Ratio of Telecommunication Costs in Household Expenses

The ratio of telecommunication costs in household expenses are rising.

Telecommunication costs and the ratio of telecommunication costs in household expenses

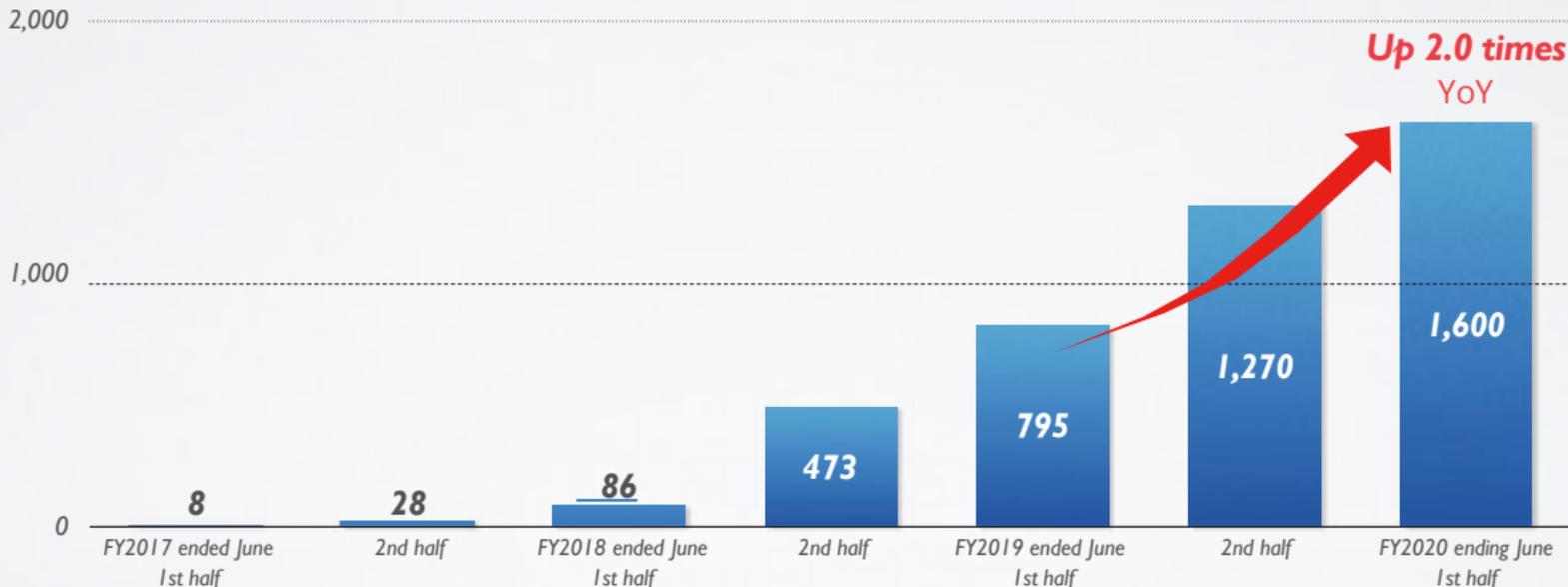


Prepared from "Household Survey" by Ministry of Internal Affairs and Communications

Mobile & Telecommunications Business: Changes in Net Sales (in the last 3 years by half period)

Net sales increased **by two times year-on-year to 1.6 billion yen**, resulting in **record-high net sales for a half period!** Sending customers from our media business has been favorable.

(Unit: million yen)



*Since disclosure by business segment began in FY2020, ending June 30, 2020, sales prior to the fiscal year ended June 30, 2019 are unaudited and listed as a reference.

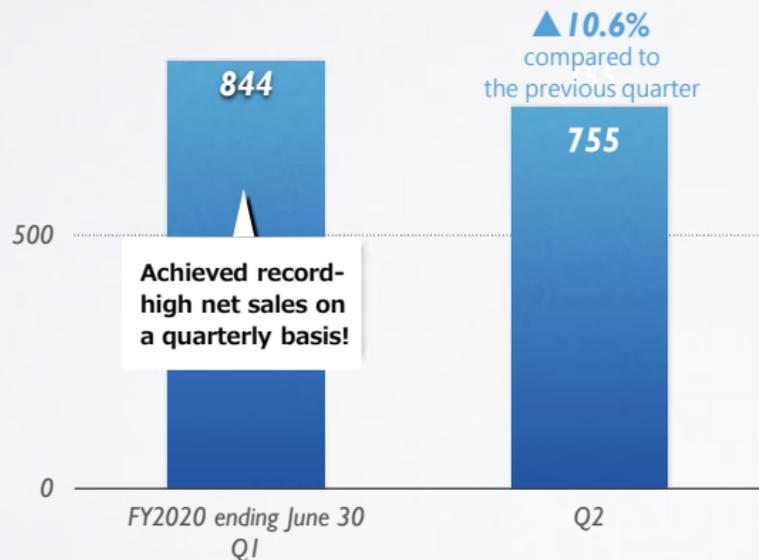
*Sales figures are the ones before eliminations of inter-segment transactions.

Mobile & Telecommunications Business: Net Sales and Segment Profit (Quarterly Comparison)

As well as the media business, mobile & telecommunications business resulted in **record-high net sales in Q1** due to the special demands from the media business! In Q2, net sales decreased from the previous quarter, but business results were steadily favorable (excluding the special demands in Media business in Q1).

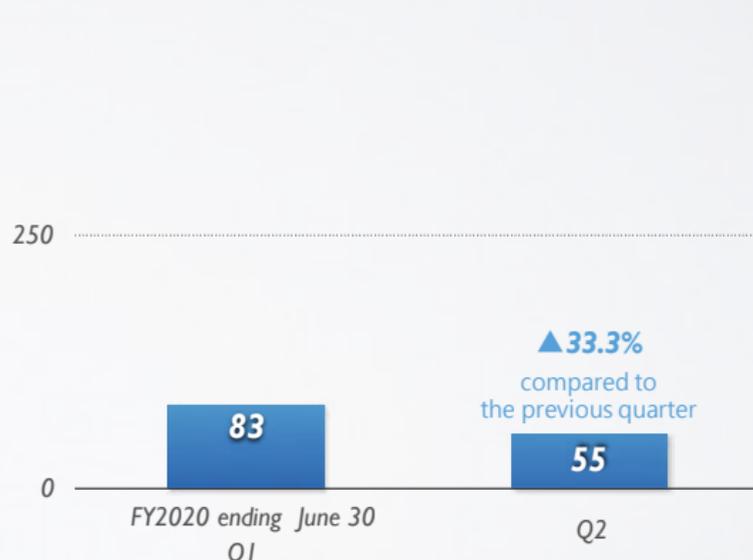
(Unit: million yen)
1,000

Net sales



(Unit: million yen)
500

Segment profit



* In both net sales and segment profit, the figures before adjustment of quarterly consolidated profit and loss statement are listed here.

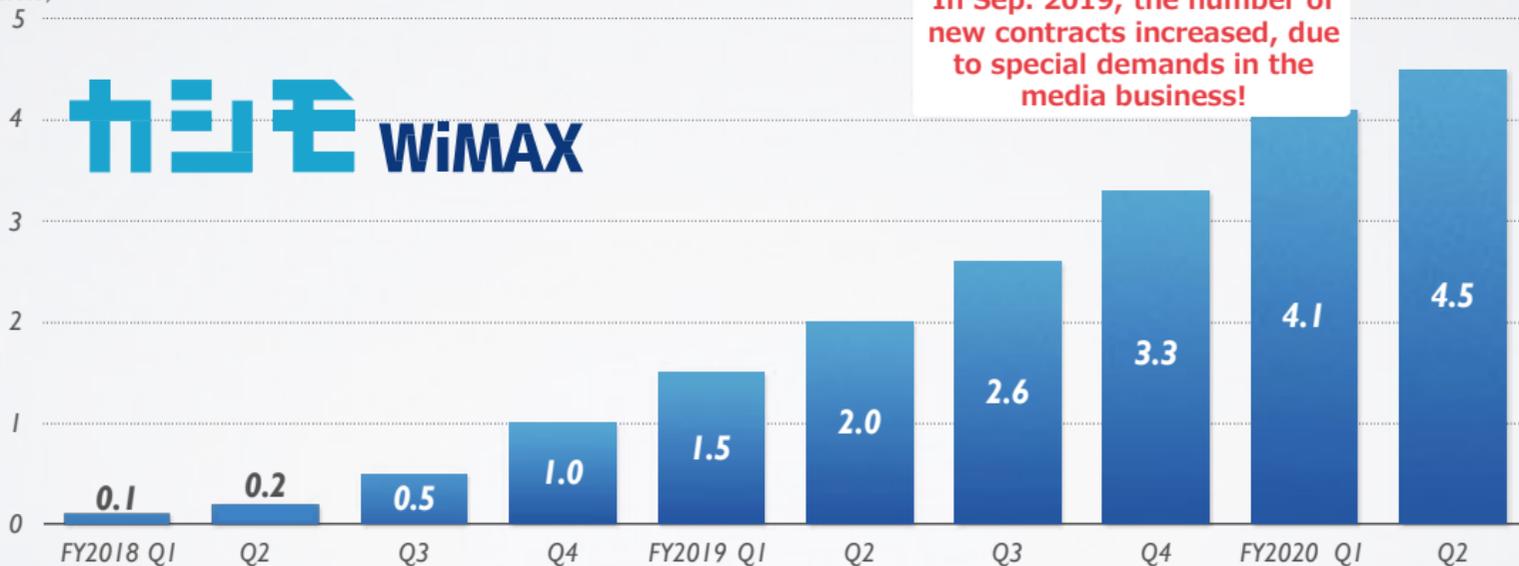
Mobile & Telecommunications Business: Total Number of subscriptions

Number of contracts increased steadily since the launch of the services in September 2016.

The cumulative number of subscriptions has increased to 45,000.

(Currently, ME Mobile Co., Ltd. is not working for acquiring new customers for budget SIM.)

(Unit: 10,000 cases)



Mobile & Telecommunications Business: Strengthening Optional Services

By enhancing various optional services in addition to mobile telecommunication devices,
we aim to improve our customer satisfaction and acquire new customers.

工事不要 家でも外でも高速インターネット

One of the lowest in the industry

月額 **1,380円** ~

基本・送料 初月半額特価 **0円**

3年間特別保証最大 **62,755円お得!** (製造)

Now Free of charge!

Apply right now!

30円 月額料金

100円 端末代金

100円 送料



80%以上の方がご購入中!

保証対象内の故障を無償で修理!

無償 月額 **300円**

万が一故障しても... 安心サポートでいつでも無償修理!

U-NEXTビデオ見放題7日分

初月 月額 **980円**

500円分プレゼント

無料

80,000本以上

70以上

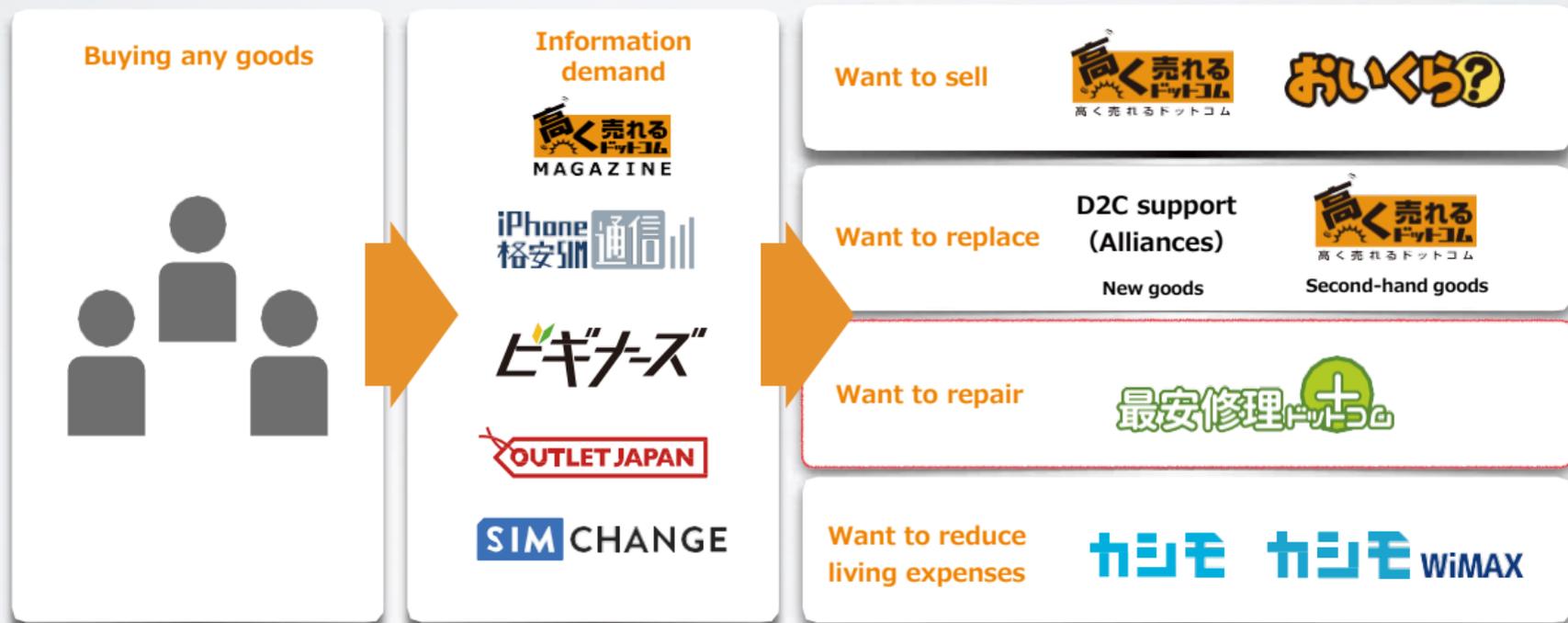
液晶・有機EL

ブルーレイ・DVD

[Through our 3 businesses]

We will make our customers' consumption activities better

As consumption activities are diversified, We will establish an "optimized trading company (focused on second-hand business)" to provide optimal options for smart consumer.





Agenda

Company Overview and Business contents

FY2020 2Q Financial Results for fiscal period Ending June 30

(1) First half financial results

(2) Overview by segment

Consolidated Forecast

Status of IR Activities

Forecast for the Full Fiscal Year Ending June 2020

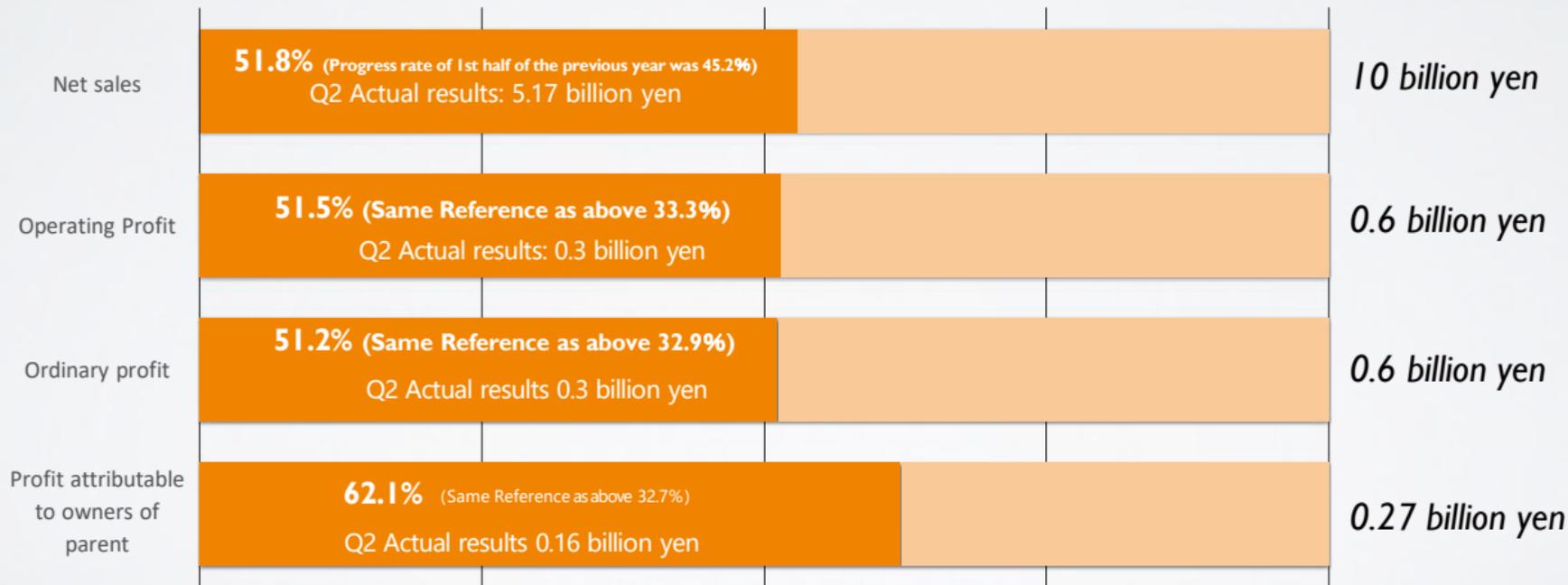
Net sales of **all three businesses segments are expected to increase.**

As for profits, we will implement prior investments that lead to further growth in the next fiscal year onward, having **record-high profits.**

Unit: million yen	FY2019 ended June 30, 2019	FY2020 ending June 30, 2020 (Forecast)	YoY Change
Net sales	8,472	10,000	+18.0%
Operating profit	452	600	+32.7%
Ordinary profit	455	602	+32.2%
Profit attributable to owners of parent	203	270	+32.5%

Full-year Forecast and Progress rate comparison

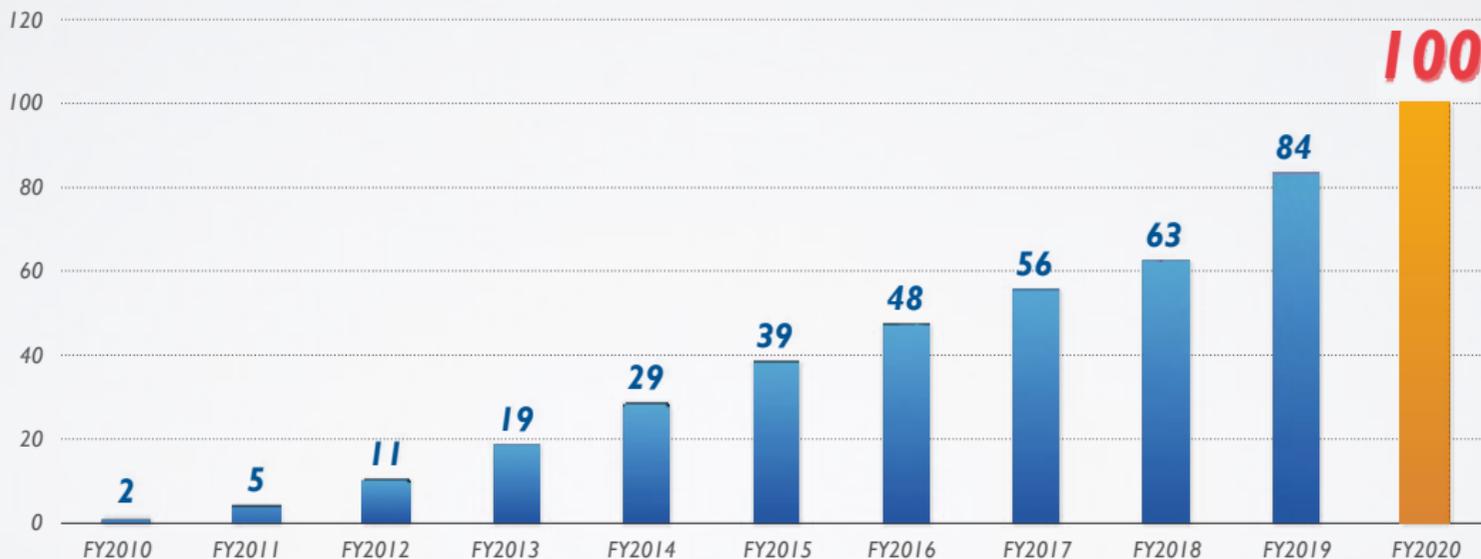
Our net sales tend to be concentrated on the second half of each year. So, the progress rate for the first half tends to be less than 50%. However, the **progress rate in this 1st half all exceeded 50%** of the full-year forecasts. Progress rate was significantly higher than the 1st half of the previous period.



Changes in Consolidated Net Sales

Net sales are expected to **increase in 14 consecutive fiscal periods since our establishment, reaching 10 billion yen.**

(Unit: 100 million yen)



Changes in Consolidated Operating Profit

Operating profit is expected to **exceed 600 million yen, reaching the record-high continuously.**

(Unit: 100 Billionyen)





Agenda

Company Overview and Business contents

FY2020 2Q Financial Results for Fiscal
Period Ending June 30

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Consolidated Forecast

Status of IR Activities

Status of Our IR Activities

IR Website Awards

Renewed our IR website in June 2019 to improve our information dissemination for investors

Nikko Investor Relations Co.,Ltd. Daiwa Investor Relations Co. Ltd.

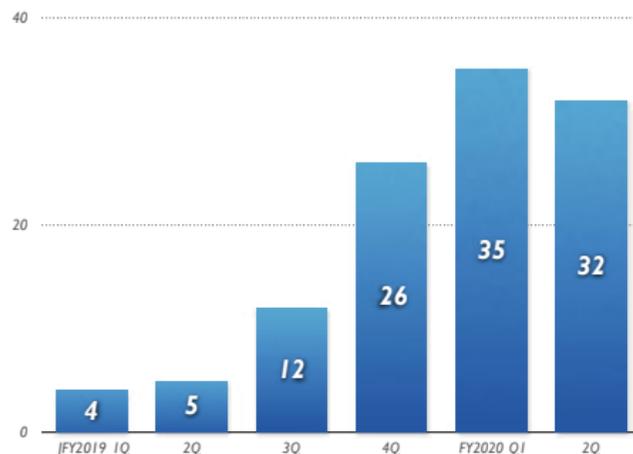
Awarded "Homepage Quality Ranking for All-Listed Companies", Award for General Rankings
Awarded the "Best Ranking Website in Emerging Markets"



Awarded "Internet IR Awards 2019" for excellence

Changes in the number of interviews with institutional investors

We will enhance communication with our investors to facilitate better understanding of our businesses



Message regarding Our IR Activities

For any questions concerning today's briefing or whenever you wish,
please contact us at below email address.

We will be happy to answer any questions.

ir@marketenterprise.co.jp

We look forward to your continued support for our IR activities.

Please note that: statements in this material include prospects, various assumptions and forecasts for the future. Actual performance may vary significantly, depending on various factors.

Becoming “Optimized trading company” based on second-hand

