

*Note: This document is a translation of a part of the original Japanese version and provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.*



# Summary of Results of Operations for the Fiscal Year Ended June 30, 2025

August 14, 2025

Market Enterprise co., ltd.

Securities code; 3135



# Overview of the Financial Results for the Full Year



## Net sales / Gross profit

✓ While the second-hand online business grew steadily, the mobile & telecommunications business was the primary driver of revenue growth. Net sales and gross profit both reached record highs, despite a lower gross profit margin due to changes in the segment mix and the product mix in the second-hand business for individuals.

- Net sales : 24,771 million yen (YoY + 30.3%)
- Gross profit : 8,532 million yen (YoY + 22.9%)

## Operating profit

✓ Despite incurring 55 million yen in expenses related to shareholder benefits, the SG&A ratio improved significantly (from 34.9% in the previous year to 31.9% in the current year), and operating income doubled compared to the same period of the previous year.

- Operating profit : 625 million yen (YoY + 109.4%)

## Ordinary profit / Profit attributable to owners of parent

✓ A gain of 143 million yen from the cancellation of derivatives was recorded as non-operating income, resulting in both ordinary income and net income attributable to owners of the parent reaching record highs.

- Ordinary profit : 684 million yen (YoY + 1593.0%)
- Profit attributable to owners of parent : 484 million yen (In the previous fiscal year, Loss: 290 million yen)

## Results of Performance Progress for FY6/2025

- ✓ Net sales surpassed the plan, driven by strong performance in the mobile communication business, which recorded a year-on-year increase of 60.2%. Overall, all businesses combined achieved a year-on-year growth of 30.3%.
- ✓ Operating Income fell short of the plan due to a decline in the gross margin, despite steady improvement in the SG&A ratio.
- ✓ Ordinary income it were almost in line with the plan, supported by gains from the cancellation of derivative contracts.
- ✓ Profit attributable to owners of parent exceeded plan due to the recognition of deferred tax assets following the shift to profitability.

(Million yen)	Initial Full-Year Forecast for FY6/2025 (As of Aug. 14) <sup>①</sup>	Revised Full-Year Forecast for FY6/2025 (As of May 14) <sup>②</sup>	Actual Results for FY6.2025 <sup>③</sup>	Versus the Forecast <sup>③÷②</sup>
Net sales	23,000	23,000	24,771	107.7%
Operating profit	700	700	625	89.4%
Ordinary profit	650	700	684	97.8%
Profit attributable to owners of parent	330	360	484	134.6%

# Growth in Net Sales since Establishment

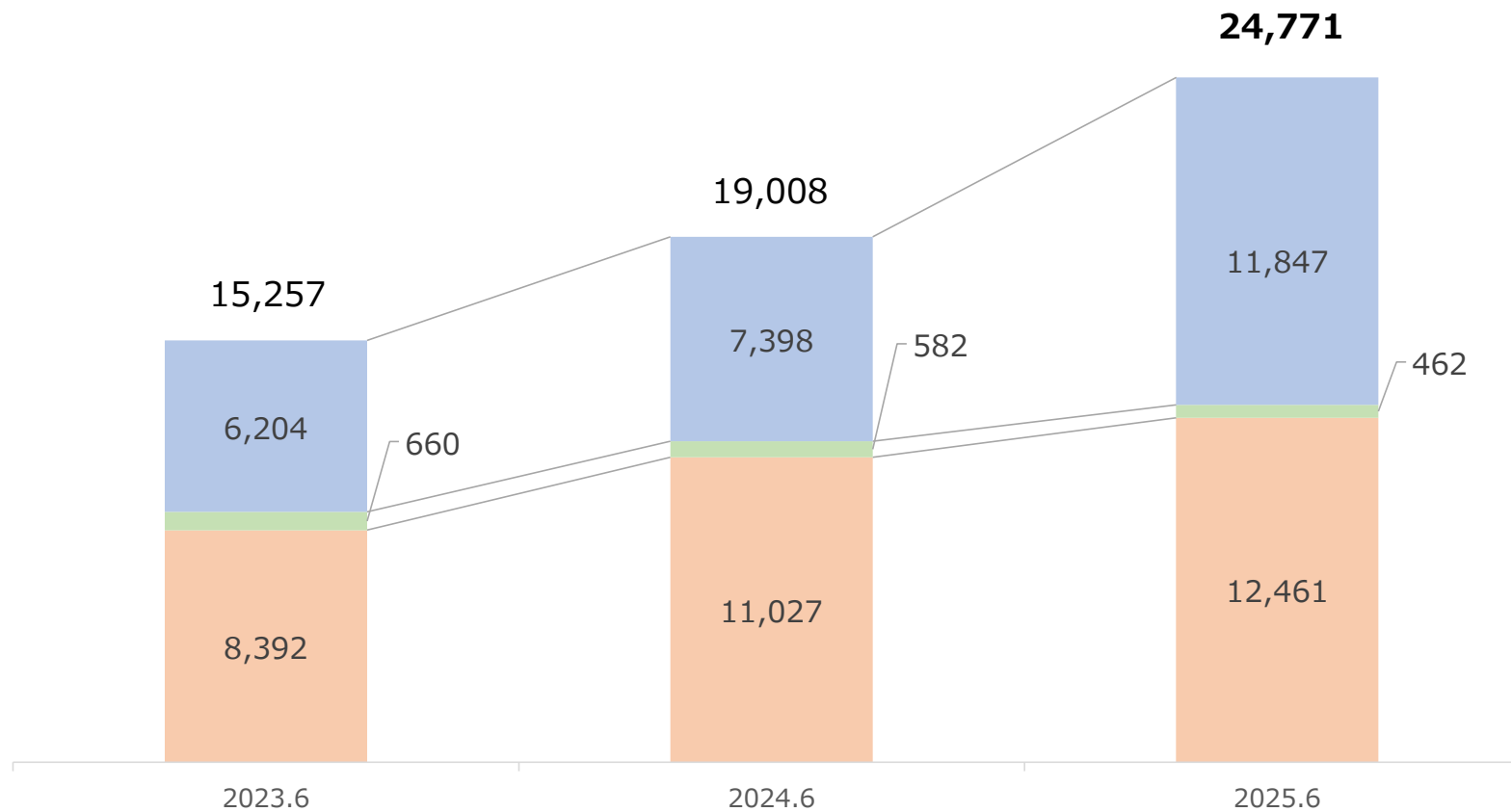
(Million yen)



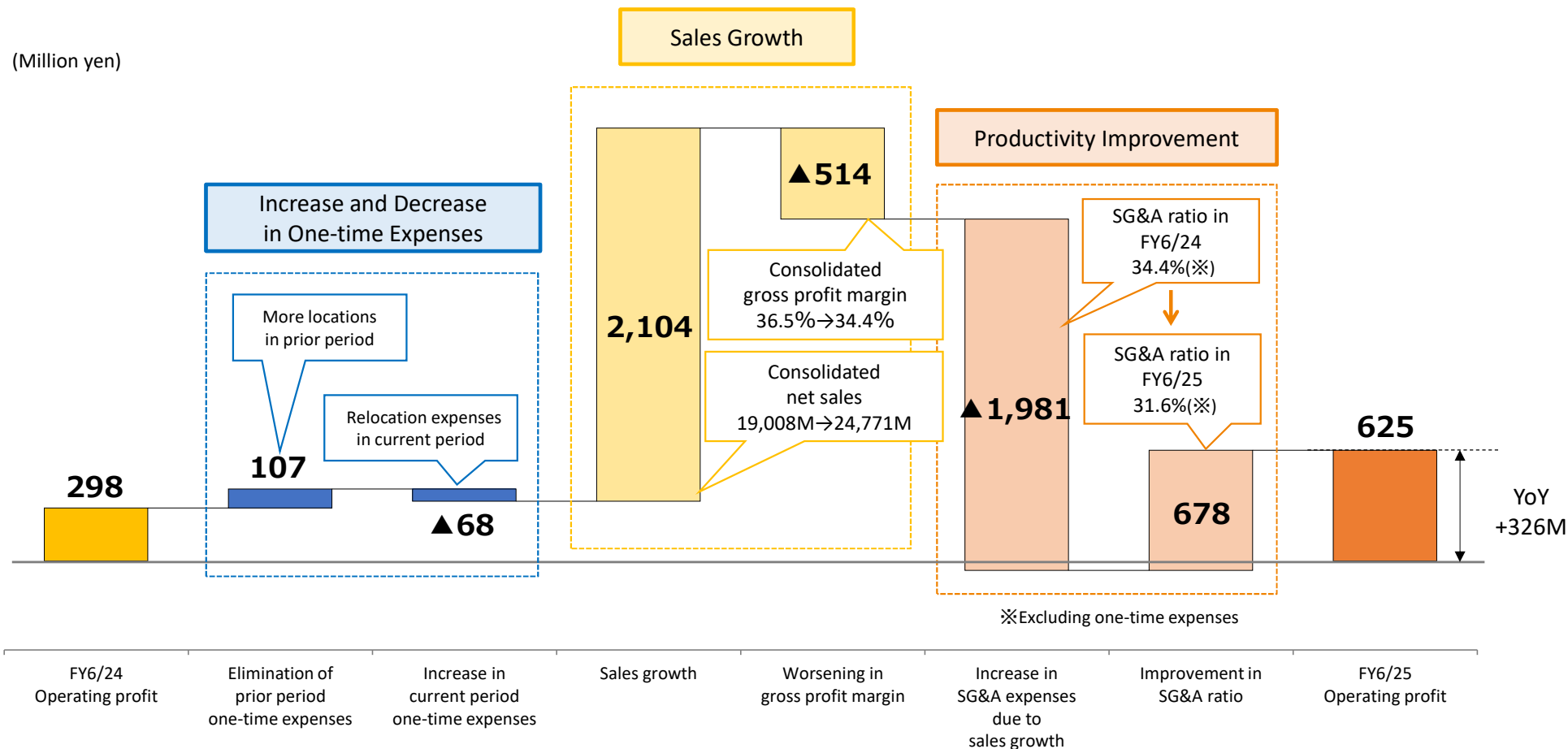
## Consolidated Net Sales by Business Segment for FY6/2025

Second-hand Online   Media   Mobile & Telecommunications

(Million yen)



# Analysis of Change in Operating Profit for FY6/2025



## Full-Year Forecast for FY6/2026

- ✓ Net sales are maintaining strong growth, targeting double-digit revenue growth.
- ✓ Operating profit is expected to increase due to revenue growth and a reduction in the SG&A ratio.
- ✓ Volatility in the difference between earnings forecasts and actual results for ordinary profit is expected to decrease significantly, as the recording of valuation gains/losses on derivatives (non-operating items), which had shown large fluctuations in recent years, ended in the previous fiscal year.
- ✓ Profit attributable to owners of parent returned to profitability in the previous fiscal year, and continued profit growth is expected.

(Million yen)	Actual Results for FY6/2025	Full-Year Forecast for FY6/2026	Change	YoY
Net sales	24,771	30,000	5,228	121.1%
Operating profit	625	1,100	474	175.8%
Ordinary profit	684 <small>Of which, gain on cancellation of derivatives +143</small>	1,050	365	153.4%
Profit attributable to owners of parent	484	650	165	134.1%

# Trends in Net Sales by Segment

Old Segment	FY6/2023	FY6/2024	FY6/2025
(Billion yen)	Actual	Actual	Actual
<b>Net sales</b>	15.2 (+27.3%)	19.0 (+24.6%)	24.7 (+30.3%)
<b>Second-hand Online</b>	8.3 (+26.6%)	11.0 (+31.4%)	12.4 (+13.0%)
Second-hand business for individuals	6.1 (+19.6%)	7.9 (+29.0%)	9.4 (+18.9%)
Used agricultural equipment	2.1 (+54.1%)	2.9 (+39.2%)	2.8 (-3.1%)
<b>OIKURA</b>	0.1 (+13.3%)	0.1 (+20.0%)	0.1 (+16.7%)
<b>Media</b>	0.6 (+33.7%)	0.5 (-11.8%)	0.5 (-15.0%)
<b>Mobile &amp; Telecommunications</b>	6.2 (+27.6%)	7.3 (+19.2%)	11.8 (+60.2%)
<b>Operating profit</b>	0.1 (—)	0.3 (+215.7%)	0.6 (+109.4%)
<b>Operating margin</b>	0.6%	1.6%	2.5%

(Integration)

(Reorganization)

New Segment	FY6/2025	FY6/2026
(Billion yen)	Actual	Forecast
<b>Net sales</b>	24.7 (+30.3%)	30.0 (+21.1%)
<b>Second-hand Online</b>	12.7	14.0
Second-hand business for individuals	12.3	13.6
OIKURA	0.3	0.4
<b>Mobile &amp; Telecommunications</b>	11.8	15.8
<b>Others</b>	0.1	0.2
<b>Operating profit</b>	0.6 (+109.4%)	1.1 (+75.8%)
<b>Operating margin</b>	2.5%	3.7%

※ (YoY)



Forward looking statements in this document, such as forecasts of business performance, include forward looking statements, assumptions and projections that are the basis of our plans. Actual business results may differ substantially due to various factors.

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To be an Optimized Trading Company for  
the creation of Sustainable Society