

Q3 FY25 Financial Results

Valuence Holdings Inc.
(Securities Code: TSE Growth 9270)

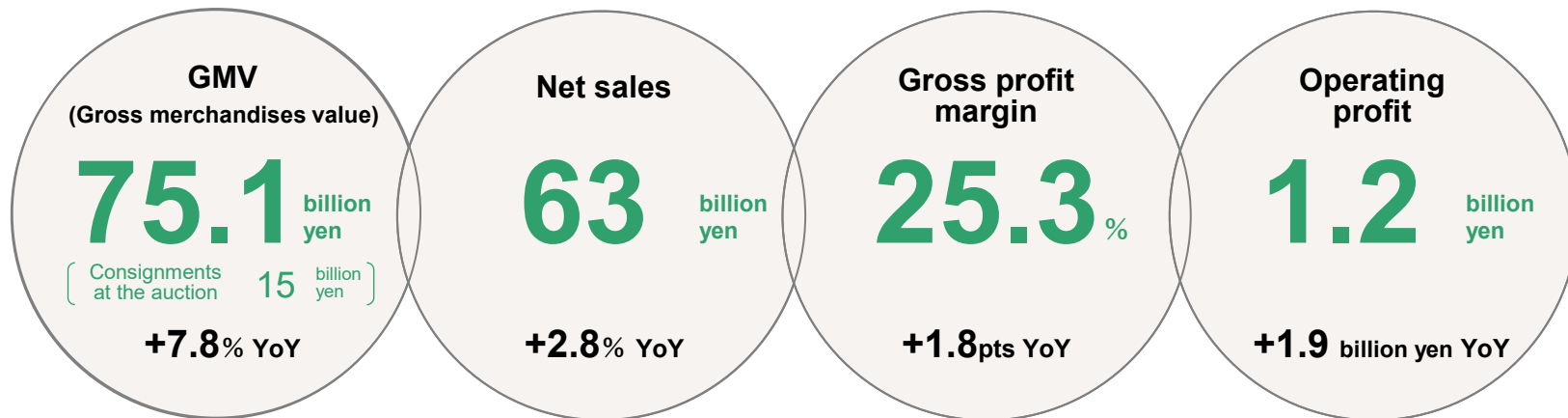
July 11, 2025

Financial Results for Q3 FY25	3	Highlights for Q3 FY25	15	Appendix	24
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A modern interior space, likely a meeting room or lounge, featuring several dark wooden tables and black chairs. The background is a large wall with a textured, layered appearance, possibly stone or concrete, illuminated by a bright light source from above. The ceiling is dark with recessed lighting. The overall atmosphere is minimalist and professional.

Financial Results for Q3 FY25

Summary for Q3 FY25 (Cumulative)



**Continued to operate our business efficiently,
operating profit increased by 1.9 billion yen YoY to 1.2 billion yen.**

- Winning bids on consignments at the auction remained strong, increased by 38.6% YoY to 15 billion yen. Due to growth in retail sales and Wholesale (bullion) sales, GMV increased by 7.8% YoY to 75.1 billion yen.
- In April 2025, retail stores and wholesale(bullion) sales were solid, despite the impact of the U.S. tariff measures on auction sales and overseas e-commerce sales. Sales of auction commissions also grew due to the introduction of membership and participation fees in STAR BUYERS AUCTION ("SBA"), net sales increased by 2.8% YoY to 63 billion yen.
- Gross profit margin increased by 1.8pts YoY to 25.3% mainly due to the continued emphasis on gross profit margin in purchases.
- We continued to operate our business efficiently from the beginning of the fiscal year, and structural reforms progressed smoothly. SG&A expenses decreased by 2.4% YoY, operating profit increased by 1.9 billion yen to 1.2 billion yen.

Financial Results for Q3 FY25

- Due to the U.S. tariff measures announced by President Trump in April 2025, bidding by overseas partners in auctions and overseas customers' willingness to purchase at the retailing e-commerce slowed. As a result, net sales decreased by 1.4% YoY to 22.2 billion yen.
- Although we continued to focus on gross profit margin, the weak market for watches and bags due to the U.S. tariff measures, gross profit margin decreased by 0.6pts YoY to 24.9%.
- Continued structural reforms focused on efficiency through optimal resource allocation, and SG&A expenses decreased by 4.2% YoY to 4.9 billion yen.
- Operating profit of Q3 FY25 was increased by 36.5% YoY to 586 million yen.

(Million yen)	Q3 FY24	Q3 FY25	YoY	Q3 FY24 (Cumulative)	Q3 FY25 (Cumulative)	YoY (Cumulative)
Net sales	21,959	22,267	+1.4%	61,387	63,098	+2.8%
Cost of sales	16,356	16,727	+2.3%	46,943	47,114	+0.4%
Gross profit	5,602	5,540	(1.1%)	14,444	15,984	+10.7%
Gross profit margin	25.5%	24.9%	(0.6pts)	23.5%	25.3%	+1.8pts
SG&A expenses	5,173	4,953	(4.2%)	15,066	14,699	(2.4%)
Operating profit (loss)	429	586	+36.5%	(622)	1,285	-
Operating profit margin	2.0%	2.6%	+0.7pts	-	2.0%	-
Ordinary profit (loss)	405	554	+36.6%	(754)	1,224	-
Ordinary profit margin	1.8%	2.5%	+0.6pts	-	1.9%	-
Profit (loss) attributable to owners of parent	237	249	+4.7%	(659)	532	-

* All amounts are rounded down to the nearest million yen; all percentages are round off to one decimal place. (The same hereinafter)

Topics for Q3 FY25 (Mar. – May)



Purchases

- Purchases increased by 18.8% YoY to 16.8 billion yen*¹ due to growth in purchases of *Nanboya* also, despite **continued purchases focused on gross profit margin**.
- **Purchases through alliances remained strong** due to initiatives with Isetan Mitsukoshi Ltd. “i'm green” and increasing the number of alliances with financial institutions and other industries, and this has contributed to the expansion of purchases.
- While promoting scrap-and-build both in Japan and overseas, we are focusing on improving the efficiency per buying office. **There were 138 domestic*² and 46 overseas at the end of Q3 FY25.**

*¹ Excluding purchase of automobiles.

*² Excluding Cooperation Offices.

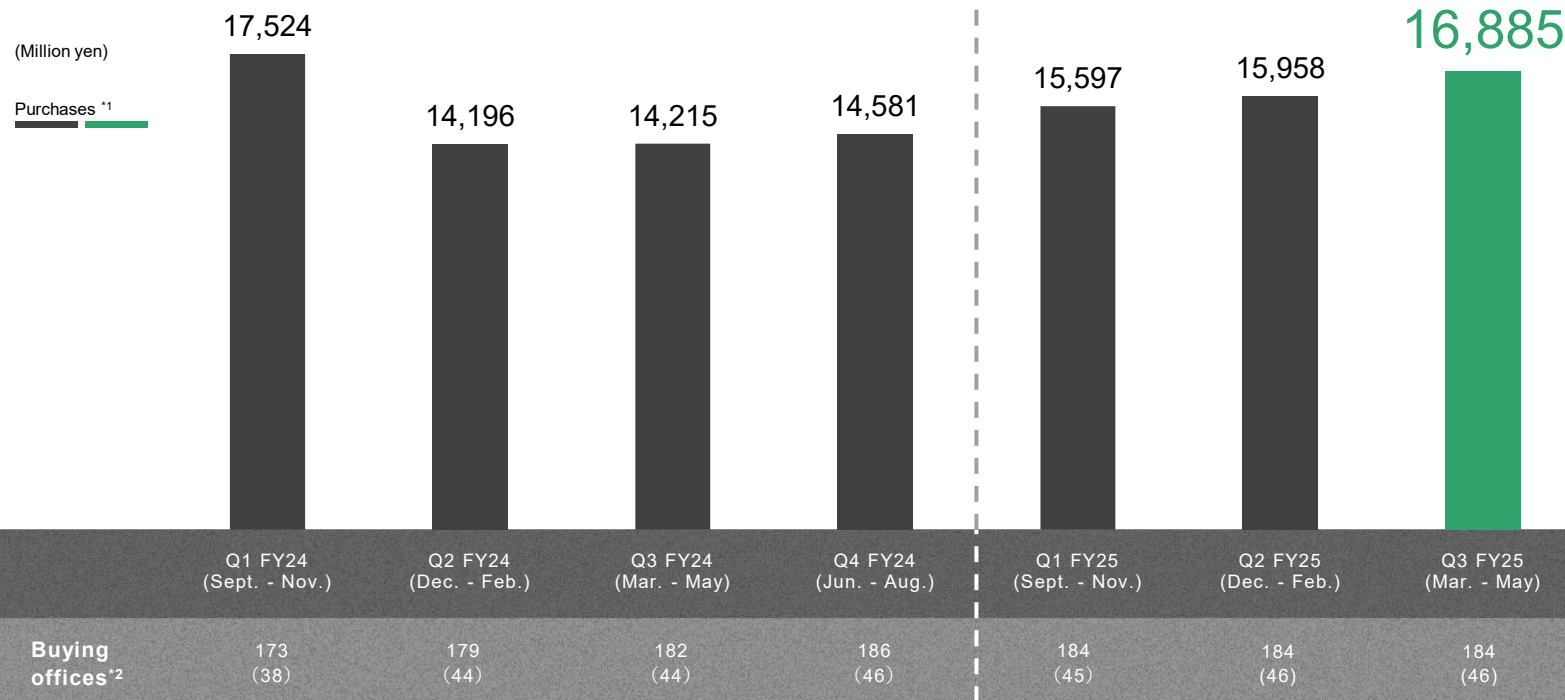


Sales

- Despite the impact of the U.S. tariff measures, wholesale (bullion) sales trended strongly due to the purchase through the alliance and the rise in bullion market prices. As a result, **net sales increased by 1.4% YoY to 22.2 billion yen**.
- Although we continued purchases with an emphasis on gross profit margin, the weak market for watches and bags due to the U.S. tariff measures, gross profit margin decreased by 0.6pts YoY to 24.9%.
- Due to the introduction of membership and participation fees in SBA, **auction commission sales increased by 10.6% YoY to 947 million yen**. Although bidding by overseas partners slowed due to the U.S. tariff measures, **winning bids on consignment increased by 14.0% YoY to 5.2 billion yen**. SBA has maintained its attractiveness as a platform by securing the volume of items through consignment.

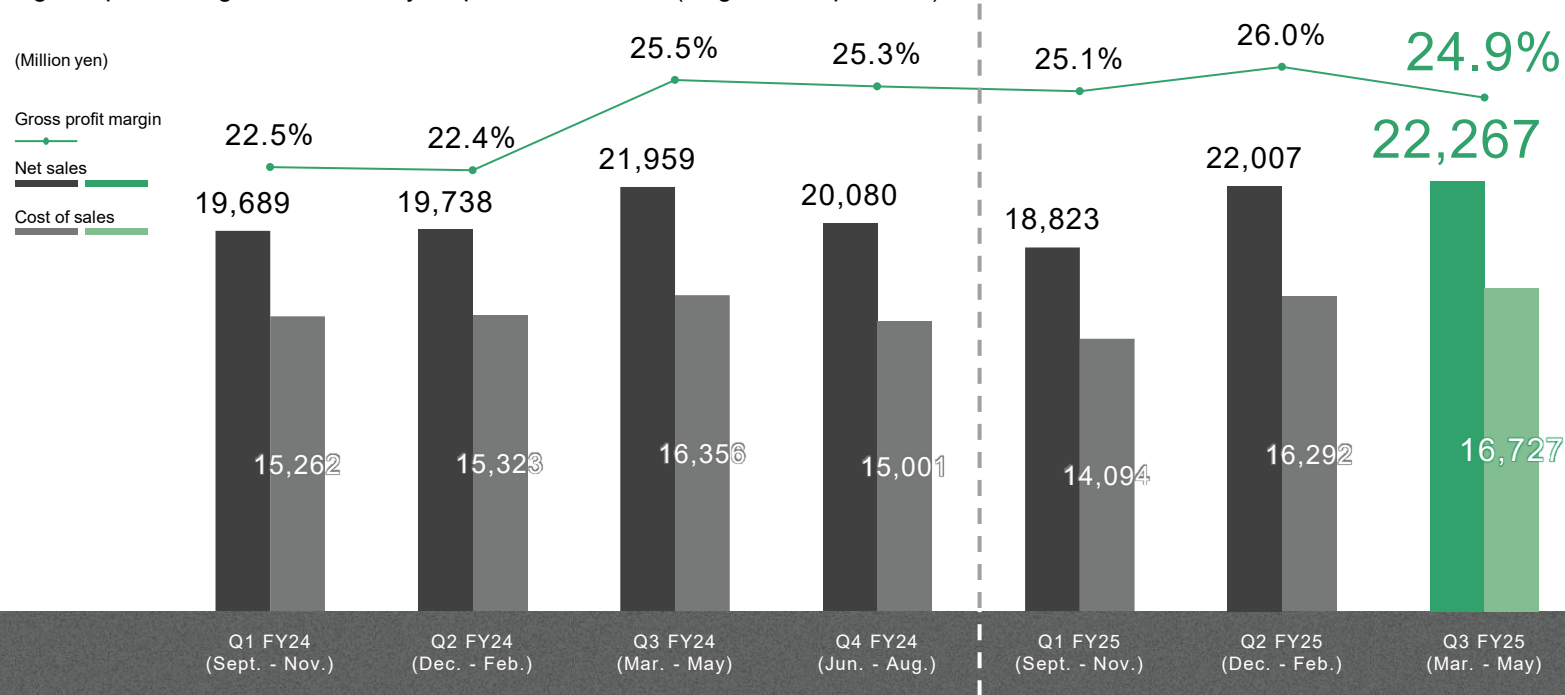
Purchases and Buying Offices

- Purchasing continued to focus on gross profit margin. By emphasizing efficiency per buying office, we also increased purchases through *Nanboya*.
- Purchasing through alliances also continued to perform well. Purchases increased by 18.8% YoY to 16.8 billion yen (+5.8% QoQ).



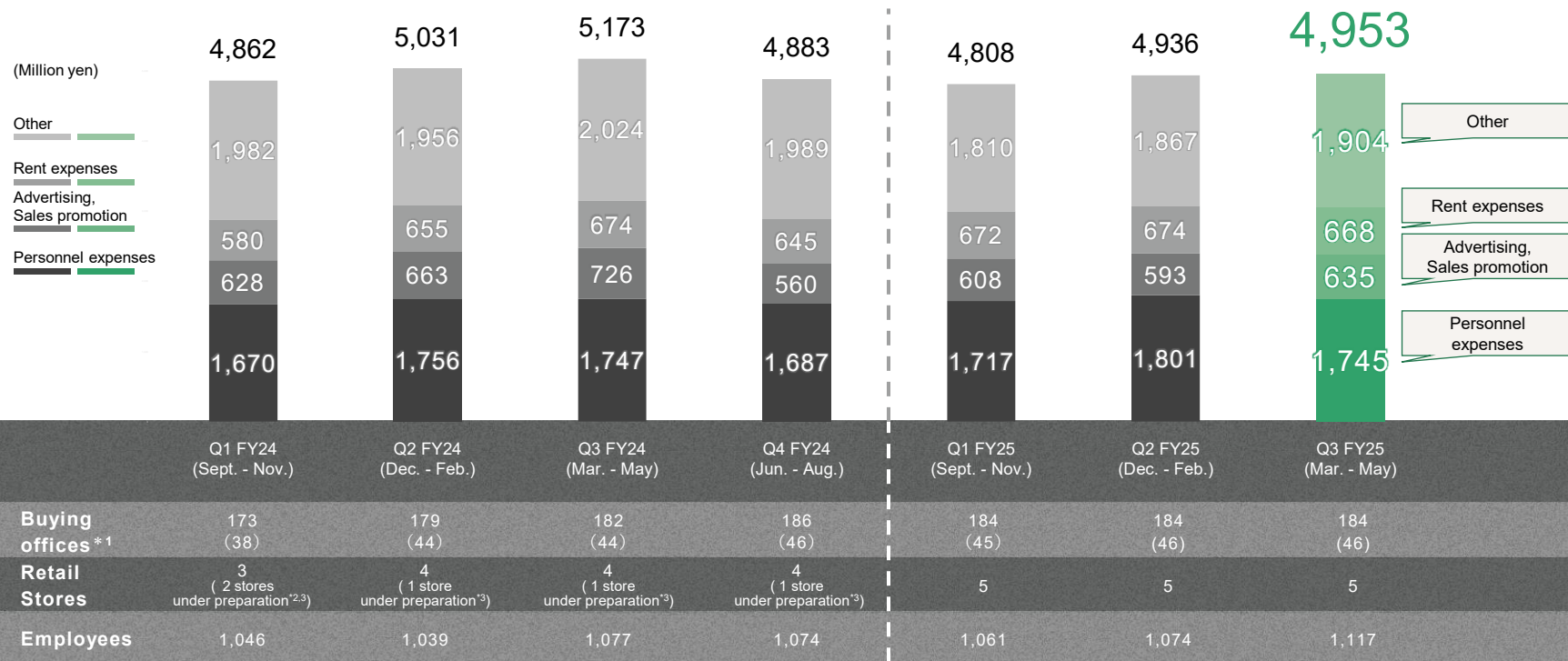
Net Sales and Gross Profit Margin

- Due to the U.S. tariff measures, bidding by overseas partners in auctions and overseas customers' willingness to purchase at the retailing e-commerce slowed. Wholesale (bullion) sales trended strongly due to the purchase through the alliance and the rise in bullion market prices. As a result, net sales increased by 1.4% YoY to 22.2 billion yen.
- Although we continued purchases with an emphasis on gross profit margin, the weak market for watches and bags due to the U.S. tariff measures, gross profit margin decreased by 0.6pts YoY to 24.9% (Negative 1.1pts QoQ).



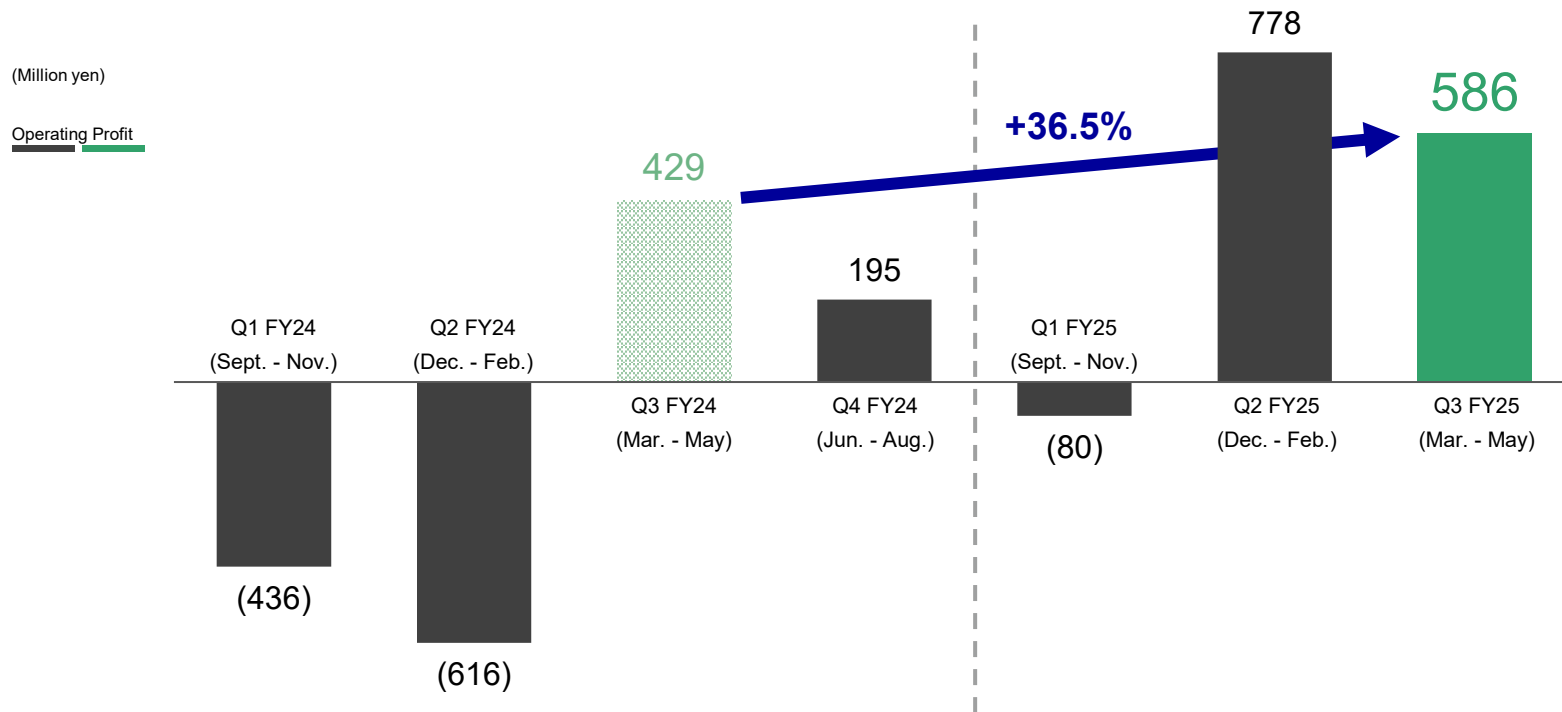
SG&A Expenses

- SG&A expenses decreased by 4.2% YoY to 4.9 billion yen. While amortization expenses increased due to system development and the integration of logistics centers, advertising, sales promotion expenses decreased due to the continued focus on efficiency-oriented web marketing and outsourcing expenses decreased etc.



Operating Profit

- Despite the impact of the deterioration in the market due to the U.S. tariff measures, operating profit increased by 36.5% YoY to 586 million yen as a result of continued purchases with an emphasis on gross profit margin and business operations with an emphasis on efficiency.



Balance Sheet

(Million yen)

	FY24	Q3 FY25	Difference
Current assets	17,600	20,093	+2,492
Cash and deposits	6,916	7,768	+851
Merchandise	7,110	8,980	+1,870
Other	3,573	3,344	(228)
Non-current assets	9,047	9,377	+329
Total assets	26,648	29,471	+2,822
Liabilities	19,792	21,965	+2,173
Interest-bearing debt (Including lease obligations)	16,468	17,815	+1,346
Short-term	7,721	9,772	+2,050
Long-term	8,746	8,043	(703)
Other	3,324	4,150	+826
Net Assets	6,855	7,505	+649
Total liabilities and net assets	26,648	29,471	+2,822

- Inventory turnover is 47 days.
- Strong purchases in Q3 FY25 and strengthened inventory allocation to the auctions, taking into account seasonality.
- On the other hand, in the automotive business, merchandise (automobiles) from the purchase of TWISTED vehicles increased.

< Merchandise (excluding automobiles) >
 FY24 : 6.8 billion yen → Q1 FY25 : 8.4 billion yen
 → Q2 FY25 : 8.2 billion yen → Q3 FY25 : 8.4 billion yen

- Decrease in consumption taxes refund receivable due to consumption tax refund, etc.

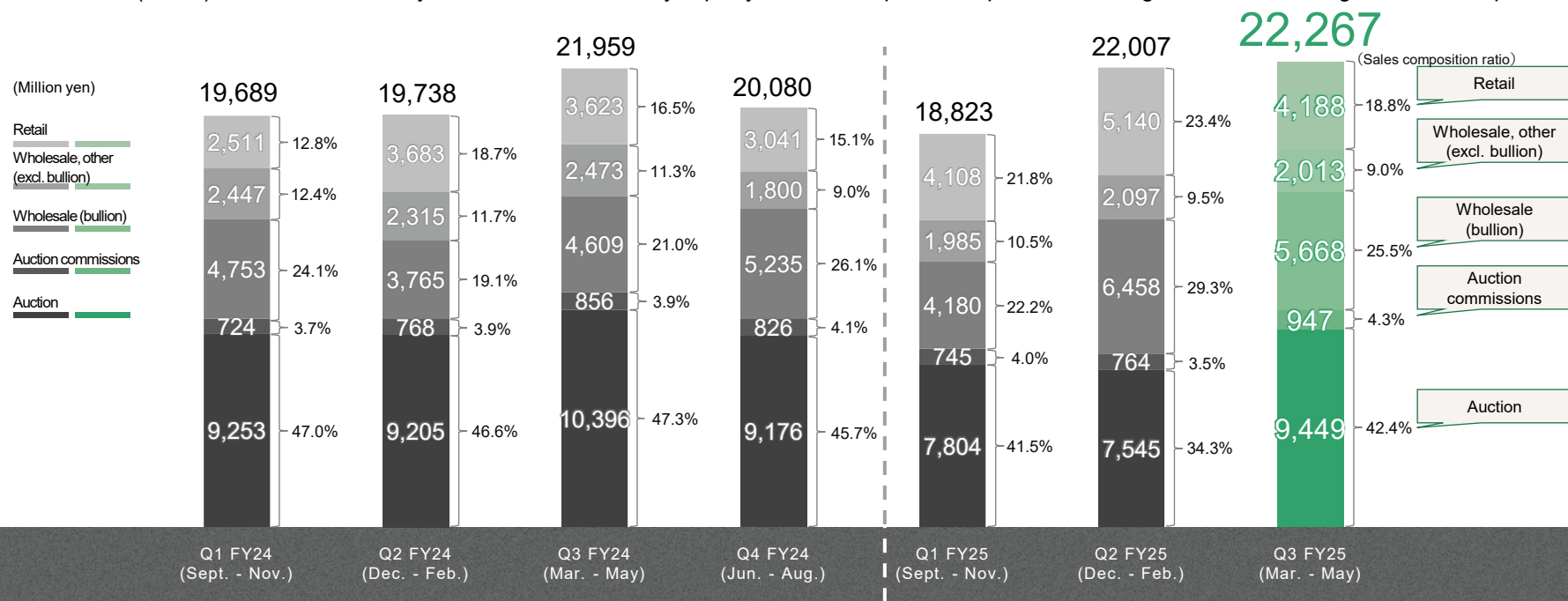
- Increased in property, plant and equipment associated with the opening of ALLU SHINJUKU, increased in non-current assets associated with the construction of new automobiles maintenance plants, etc.

- Increased short-term borrowings due to financing of purchases.

- Due to the recording of profit attributable to owners of parent.

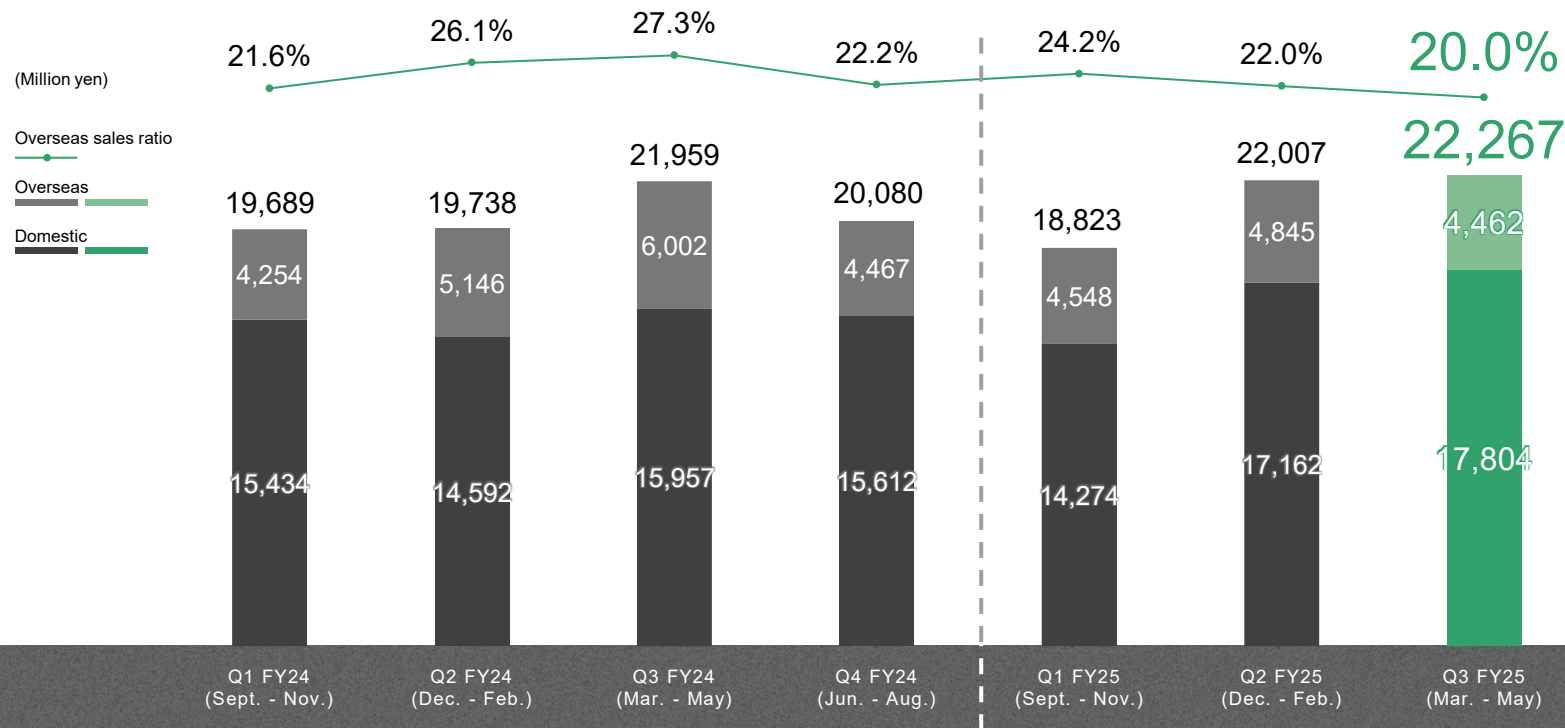
Net Sales by Channel (toB, toC)

- Q3 FY25 allocated inventories to the auctions in consideration of seasonality and market trends. On the other hand, bidding by overseas partners slowed due to the U.S. tariff measures, and auction net sales decreased by 9.1% YoY to 9.4 billion yen. Due to the introduction of membership and participation fees in SBA, auction commission sales increased by 10.6% YoY to 947 million yen.
- Retail sales increased 15.6% YoY to 4.1 billion yen due to strong retail store sales and domestic e-commerce sales through seamless display, etc., while overseas e-commerce sales were also affected by the U.S. tariff measures.
- Wholesale (bullion) net sales increased by 23.0% YoY to 5.6 billion yen partly due to the expansion of purchases through alliances and rising bullion market prices.



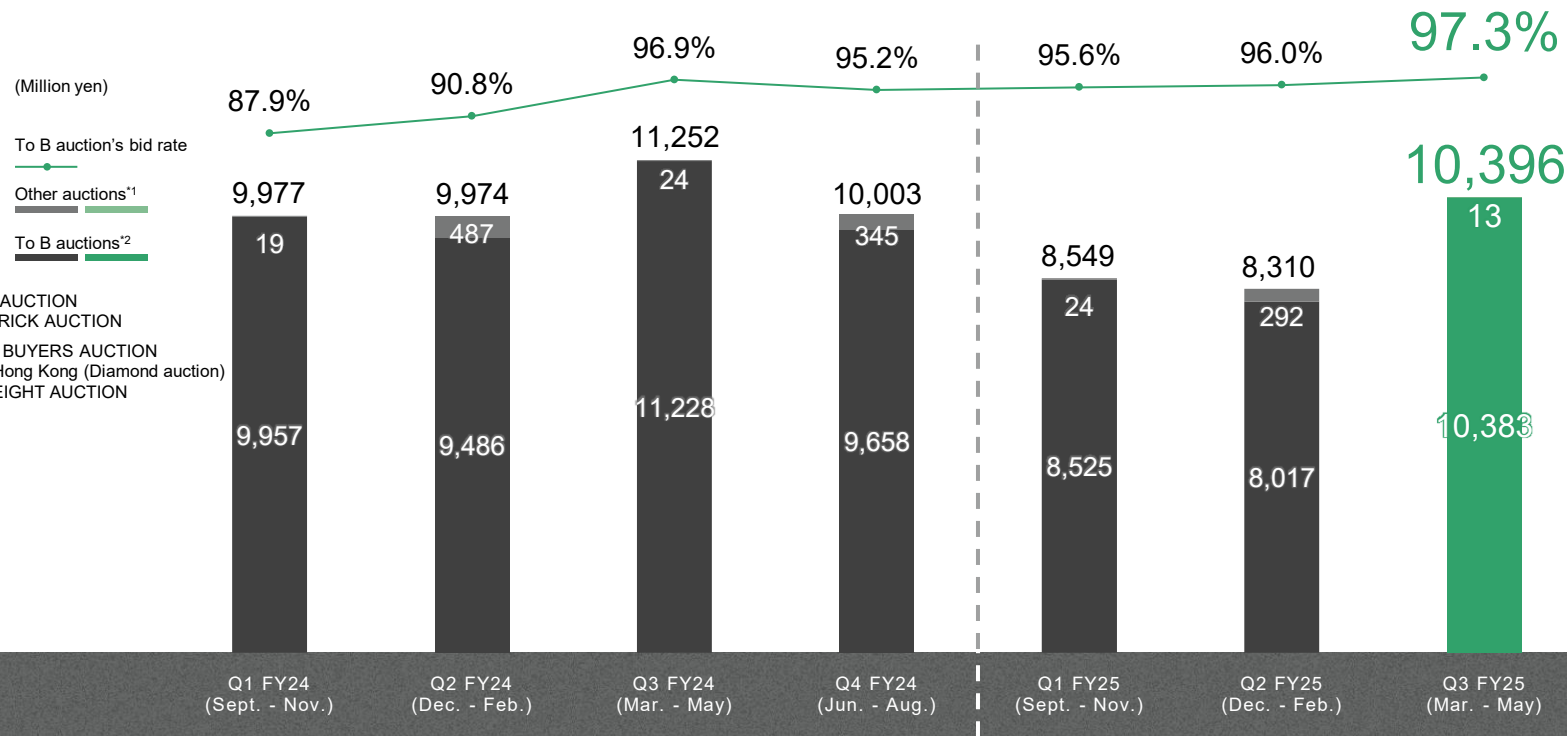
Net Sales by Channel (Domestic, Overseas)

- Domestic sales increased by 11.6% YoY to 17.8 billion yen due to growth in retail net sales and wholesale (bullion) net sales.
- Overseas sales ratio was 20.0% due to a slowdown in bidding by overseas partners in auctions and a decline in overseas customers' willingness to buy in retail e-commerce.



Auction Results

- To B auction's bid rate remained at a high level of 97.3% due to continued purchases with an emphasis on gross profit margin.

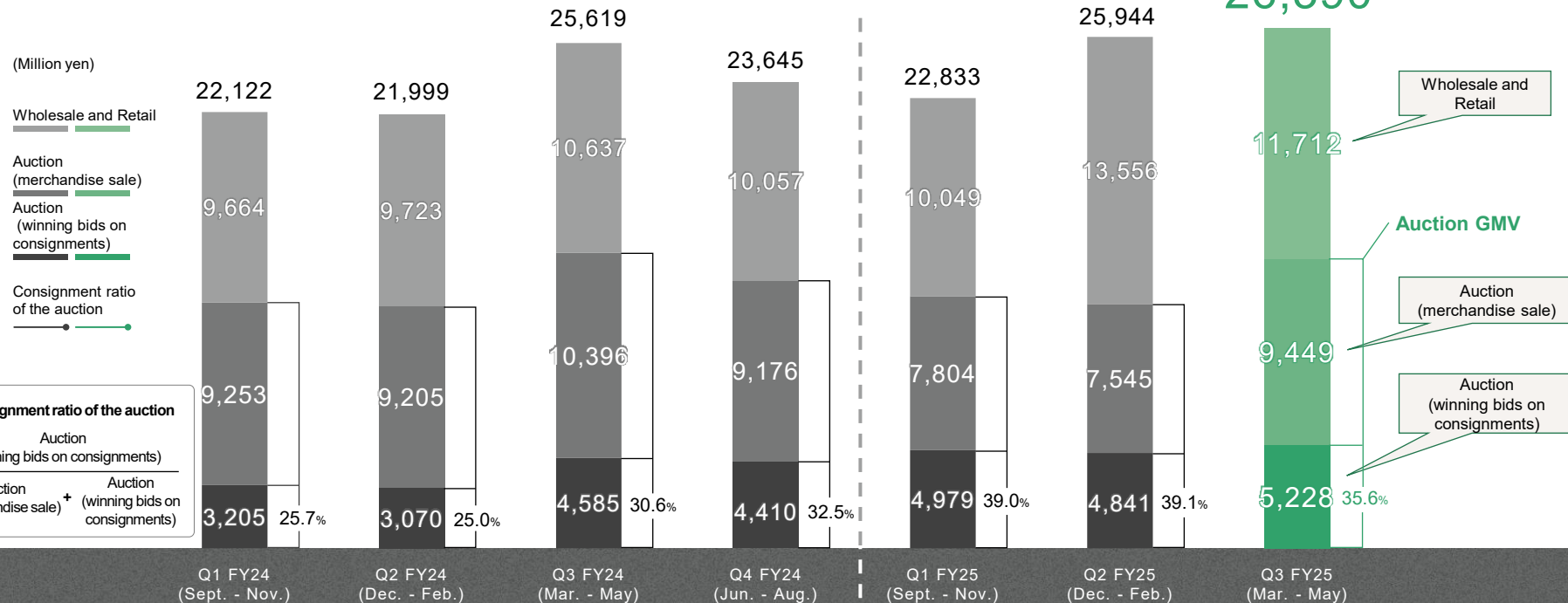




Highlights for Q3 FY25

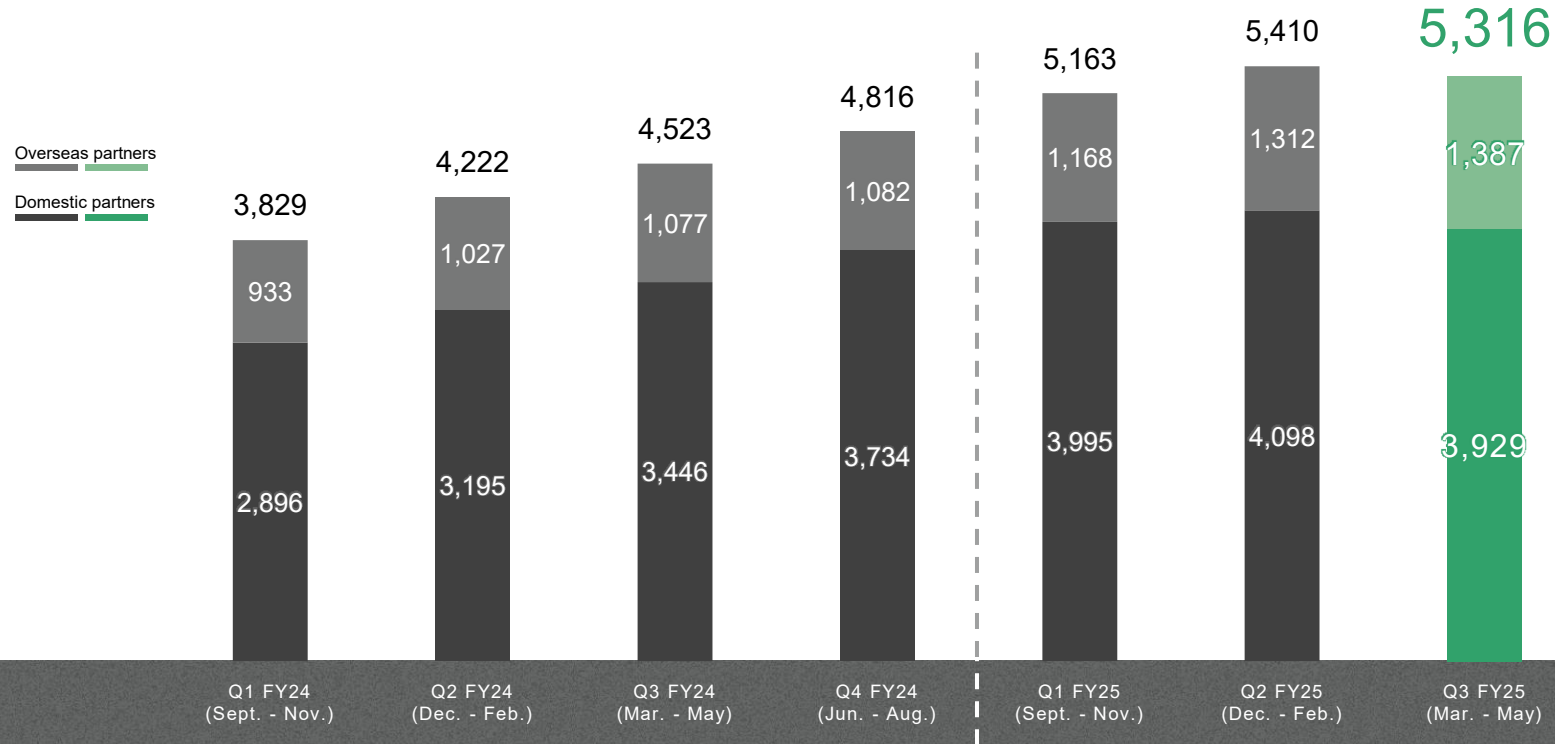
GMV Trends

- Retail net sales and wholesale (bullion) net sales grew, and GMV reached a record high of 26.3 billion yen, up 3.0% YoY.
- The winning bids on consignments increased by 14.0% YoY to 5.2 billion yen, and the consignment ratio was also steady at 35.6%.
- Auction GMV decreased by 2.0% YoY to 14.6 billion yen due to the impact of the U.S. tariff measures.



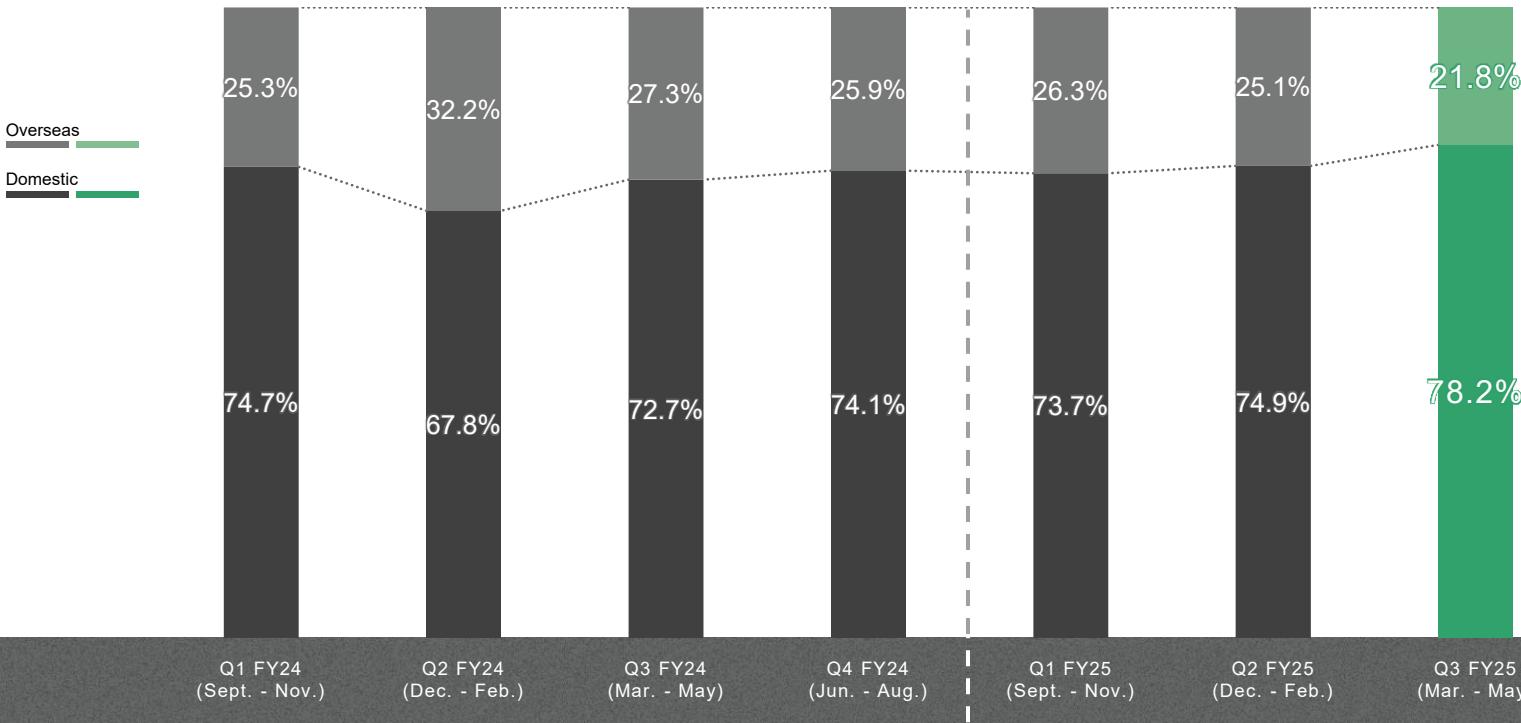
Number of STAR BUYERS AUCTION (SBA) Partners

- Although the number of domestic partners decreased due to the introduction of auction membership fees, this was due to the withdrawal of dormant members, and there was no significant impact.



Domestic/Overseas Ratio of STAR BUYERS AUCTION (SBA) Winning Bids

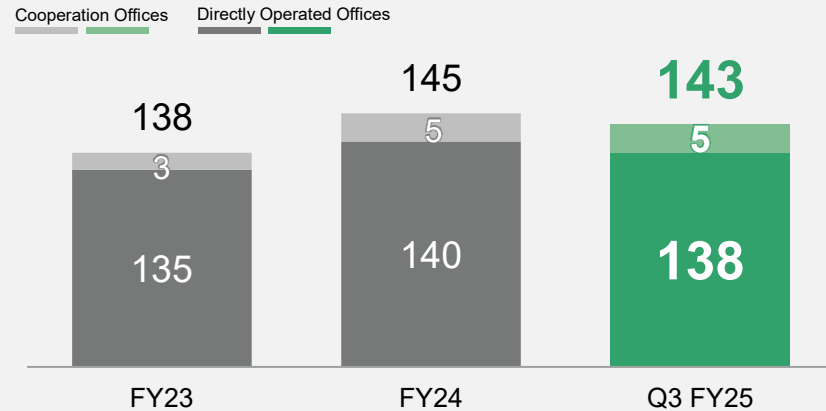
- Due to the impact of the U.S. tariff measures, demand from overseas partners temporarily slowed, and the overseas winning bid ratio fell to 21.8%.



Distribution of Buying Offices

- Domestically, emphasize efficiency per buying office and shift to an office-opening strategy that carefully selects areas. Buying office openings have progressed as planned since Q4.
- Overseas, while proceeding with a scrap-and-build strategy, we opened buying offices mainly in partner offices. In addition to opening one buying office in Philippines in June 2025, we plans to open several offices thereafter.

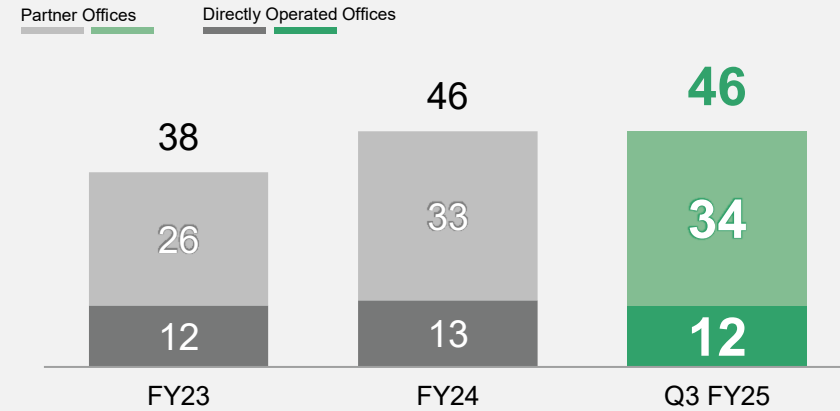
Japan



Open	10	5	1
Close	5	0	3

*Number of opened and closed buying offices only includes directly operated buying offices.

Global



Open	10	13	5
Close	6	5	5

Status of Purchases Strategy

- Strengthening of purchasing network outside of *Nanboya* including alliances as a measure to expand purchases independent of new buying office openings in Japan.
- Domestic buying offices openings are weighted toward the second half of the year, with an emphasis on efficiency per buying office. Continued to open new buying offices in FY26 and beyond with an emphasis on efficiency.
- Overseas buying offices will focus on expanding purchases, especially in Asia and the Middle East, by opening partner buying offices, while also closing some overseas buying offices.

< Purchases other than from *Nanboya* >

*Including overseas

+42.9% YoY
(Cumulative)

Promoting a strategy to expand purchases by strengthening the purchasing network, which does not rely on the opening of domestic buying offices.

Buying office opening status

< Domestic >

Q4 FY25



*Nanboya Ikebukuro Higashiguchi Meijidori

- June 2025 :
Nanboya Ikebukuro Higashiguchi Meijidori
- August 2025 (planned) :
Nanboya Shinjuku Higashiguchi-ekimae
- August 2025 (planned) :
Nanboya Akabane

FY26

Kanamachi (Tokyo) • Sendai (Miyagi) • Soka (Saitama)

< Overseas >

Q4 FY25



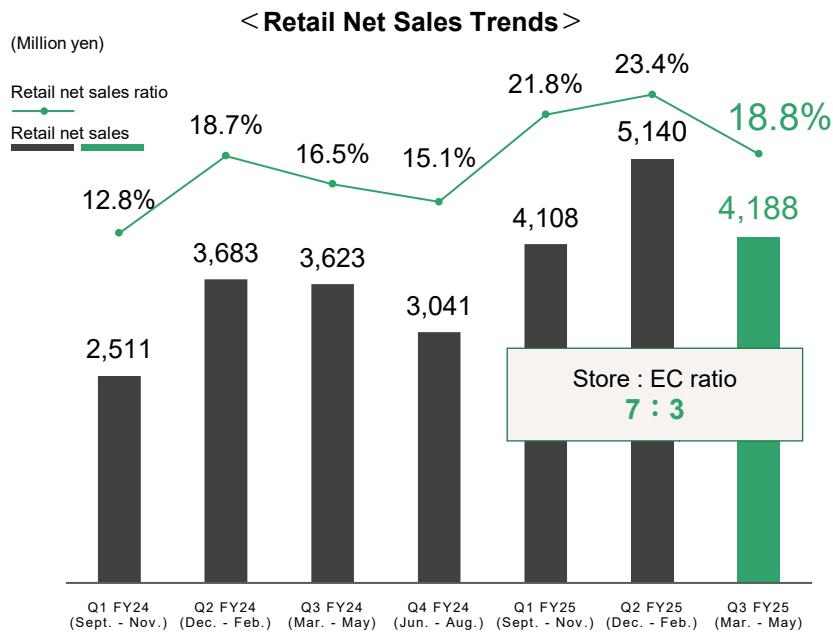
- June 2025 :
ALLU BGC (Philippines)
- Several other buying offices are planned to open

FY26

Plans to open buying offices mainly in Asia and the Middle East

Status of retail strategy

- Retail net sales in Q3 FY25 increased by 15.6% YoY to 4.1 billion yen. The retail net sales ratio was 18.8%.
- In retail stores, net sales to domestic customers increased by 69.2% YoY, continuing to expand sales independent of inbound customers, thanks to the success of 1to1 measures for domestic customers.
- In e-commerce, foreign customers' willingness to purchase has temporarily slowed due to the impact of the U.S. tariff measures. On the other hand, benefits from the consolidation of e-commerce site and seamless listings continued to be firm.



< ALLU Store >



- Domestic customers contributed to sales increase due to successful acquisition of customers and conversion to repeat customers through 1-to-1 initiatives using LINE, etc.
- The number of inbound customers visiting stores increased due to events such as the Osaka Expo and Cherry blossom viewing.

< ALLU EC >

- In March 2025, the functions of “ALLU EC” and “ALLU Fashion Market” will be integrated to release a new retail platform as “ALLU online store.” Compared to the pre-merger integration, the number successful CtoC offers and offers for high-unit-price products has increased.
- Although e-commerce sales temporarily declined in April due to the impact of the U.S. tariff measures and the trend toward yen appreciation, it has been on a recovery track since May.

The 7th ALLU AUCTION (toC Auction) will be held

- The seventh luxury watch auction for individuals is scheduled to be held on July 27, 2025.
- The number of auction-registered customers increased steadily as recognition increased due to SNS and other factors, as the number of auction held increased.

For more details



7th Auction | July 27, 2025

< Past auction results >

*Includes Auction commission fee



Rolex
Cosmograph Daytona "Rainbow"
Sold for : ¥ 56,867,500



Audemars Piguet
Royal Oak
Sold for : ¥ 29,095,000



Richard Mille
RM029 Japan Red
Sold for : ¥ 23,805,000



Patek Philippe
Nautilus Moonphase Power Reserve
Sold for : ¥ 13,225,000



Rolex
Cosmograph Daytona
Sold for : ¥ 15,870,000



Cartier
Tank Folle
Sold for : ¥ 8,199,500

Initiatives related to sustainability

- To achieve the goals of our mid-term management plan and to realize our goal of becoming a “Circular Design Company” in FY30, we are promoting sustainability initiatives.

Adopted as a representative for the Ministry of the Environment’s “Deco-Katsu” program.

(Valuence Japan Inc.)



- Valuence Japan Inc. has been selected by the Ministry of the Environment to participate in the “Deco-Katsu” (a national campaign to create new and affluent lifestyles that lead to decarbonization) promotion project.
- The upcycling initiatives undertaken by the HATTRICK business (adding new value to unneeded items to make them into new products) were highly evaluated as initiatives in a field with a high CO₂ reduction effect.

Formulation of “Basic Policy on Customer Harassment”



- In April 2025, we formulated the “Basic Policy on Customer Harassment” as a countermeasure against customer harassment, which has recently become a social issue.
- We aim to realize a workplace where all employees can work with peace of mind and to achieve co-prosperity with customers.

Formulation of “Responsible Marketing Policies”

- Formulated as a new policy for conducting ethical marketing communication throughout the Valuence Group.
- Based on the basic principles of the International Chamber of Commerce (ICC), the policy also includes our values of “encouragement of ethical consumption” and “cultural sensitivity”.

Appendix



Corporate Profile



Corporate Profile

Company Name	Valuence Holdings Inc.
Representative	Shinsuke Sakimoto
Head Office	5 Minamiaoyama, Minato-ku, Tokyo
Founded	Dec. 2011
Capital	1,373 million yen (as of May 31, 2025)
Employees	1,117 (as of May 31, 2025) *Consolidated, full-time only
Segments	Luxury brand items, antiques, art, and other reuse businesses
Affiliates	11 consolidated subsidiaries 1 equity-method affiliate (as of May 31, 2025)

Group Business and Brands

Purchasing (Domestic)



BRAND CONCIER



Purchasing (Overseas)

ALLU

Auctions



ALLU
AUCTION

Retail

ALLU

Automobiles

Valuence
AUTOMOTIVE

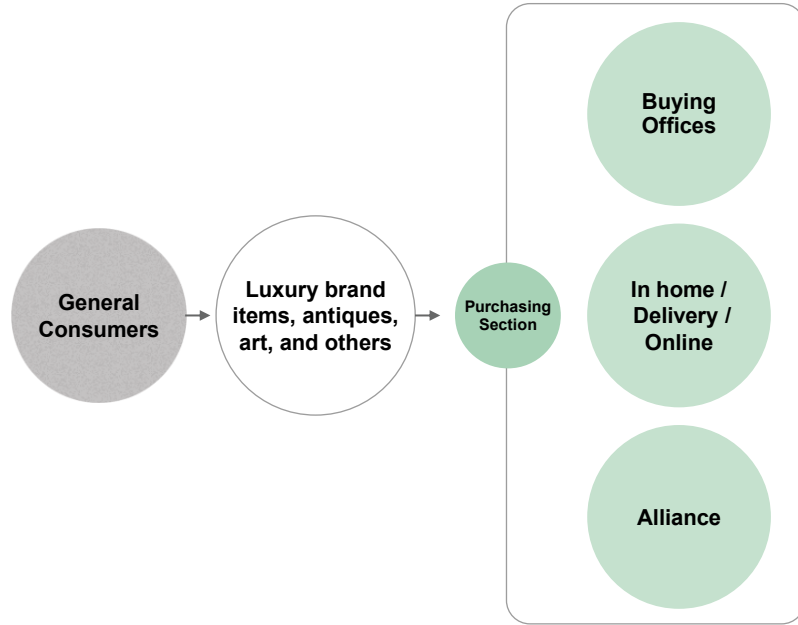
Real estate



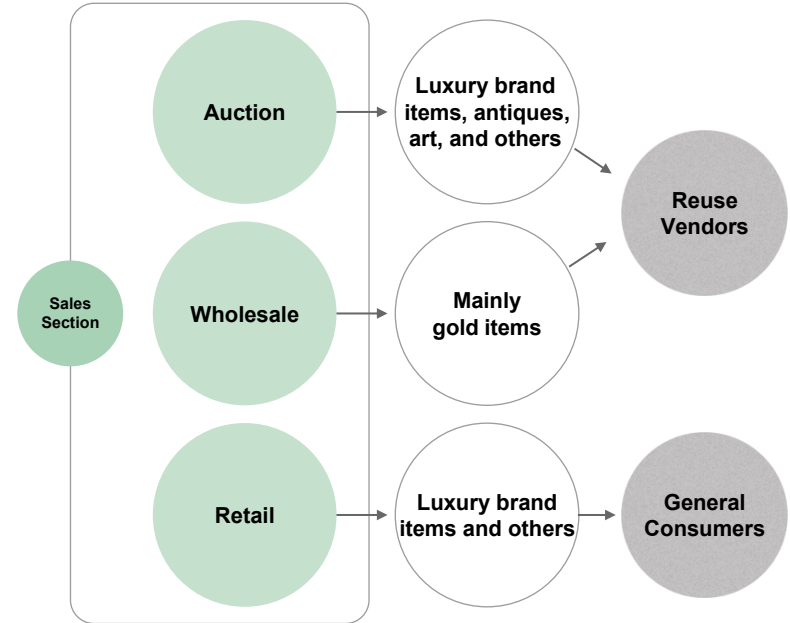
Our Business

- Business centered on the purchase and sale of Luxury brand items, etc.

Purchasing

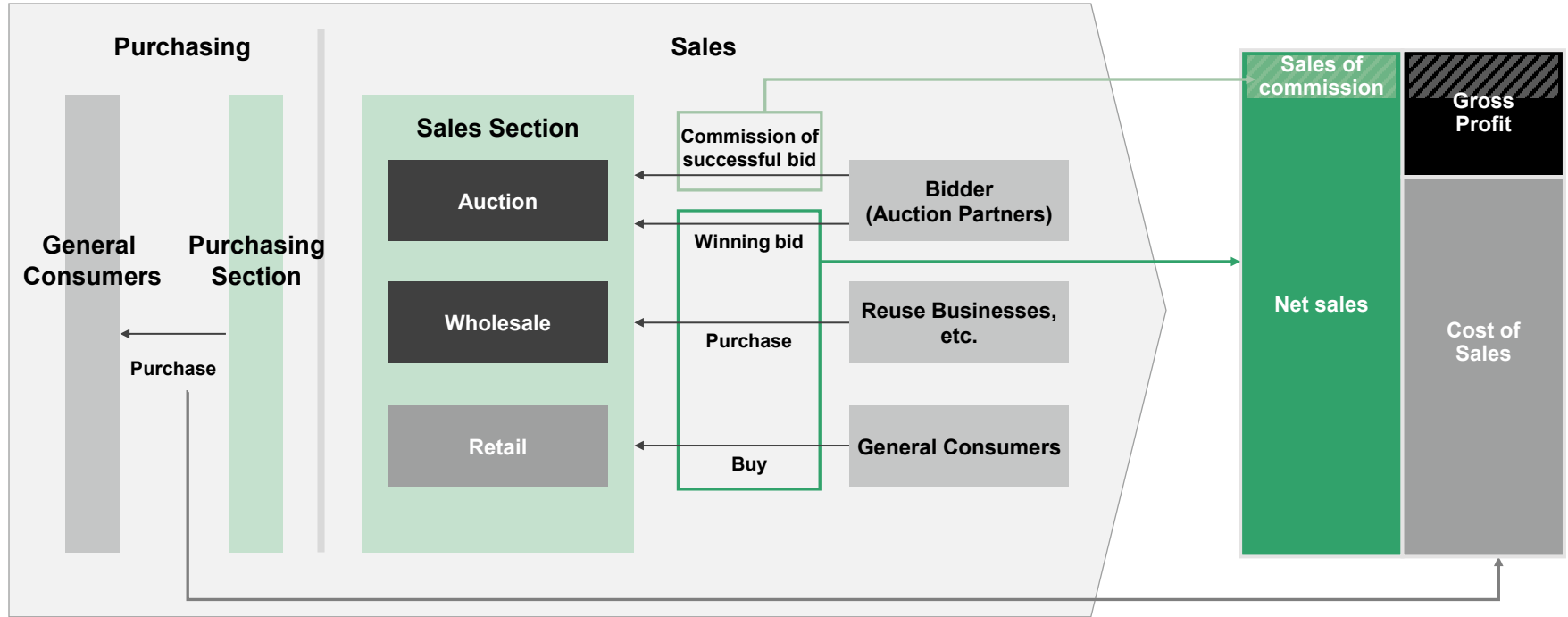


Sales



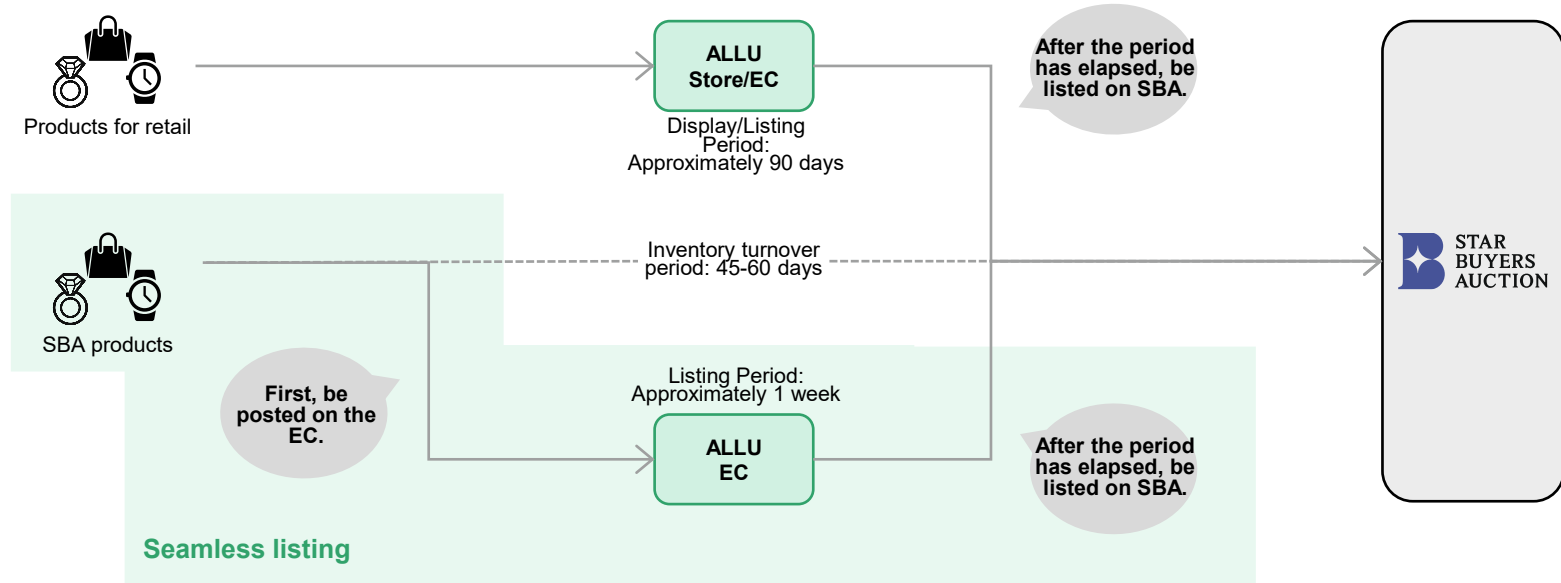
Earnings Structure

- Sales and profits are formed by selling merchandise purchased from the general consumers at our buying offices through each sales channels, mainly at the auction.



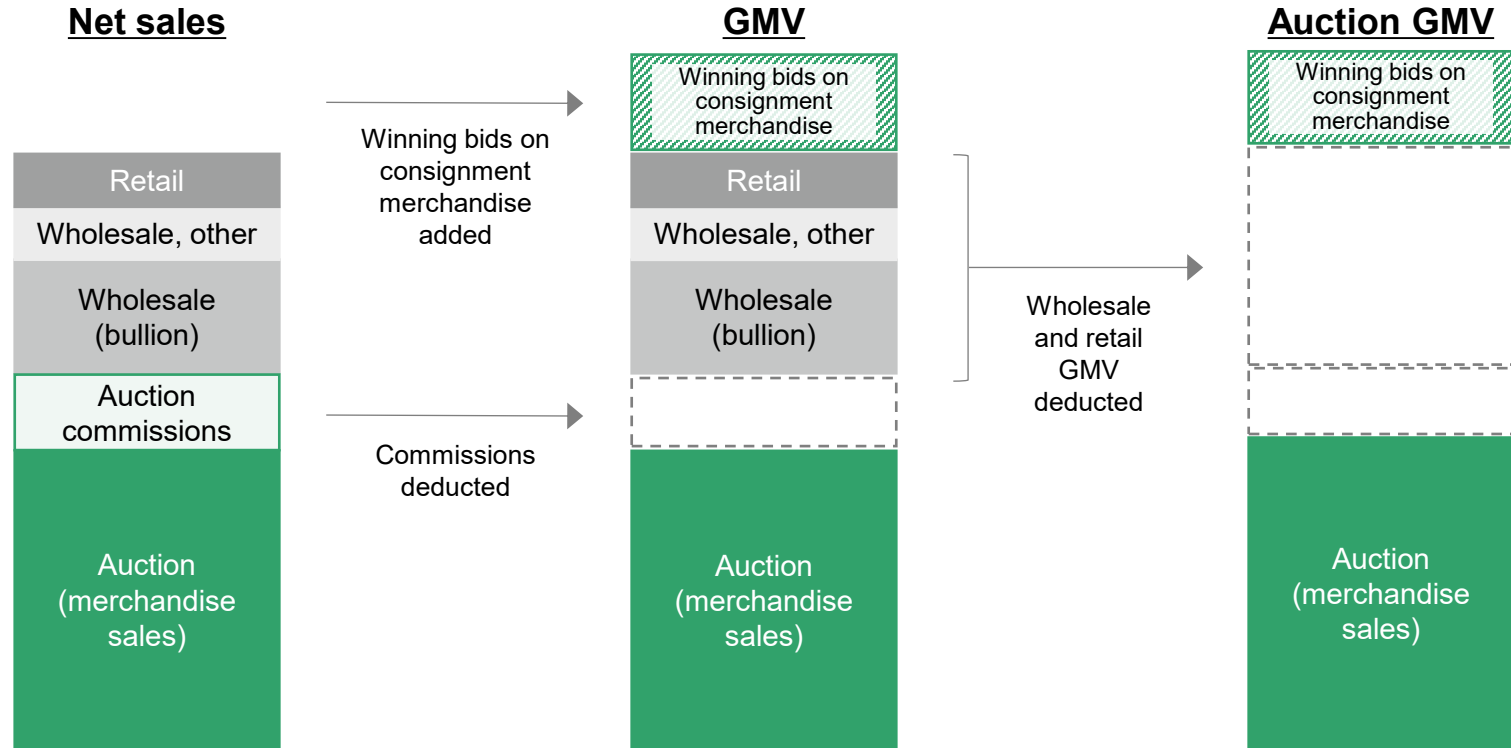
Seamless listing

- It is possible to expand retail sales opportunities without lengthening the inventory turnover period.



- ▶ Utilize the lead time until the auction listing to expand retail.
- ▶ The number of products listed on the e-commerce increases, which also has a positive impact on SEO.
- ▶ By giving priority to ALLU, we can not only expand retail sales, but also secure the capacity to accept consignments at SBA.

[GMV] Relationship between Net Sales and GMV



* Some sales revenues from commissions are included under "Wholesale, other" and "Retail." Those commissions are excluded from GMV calculations.

Our Business <Purchase>



なんぼふ
BRAND REUSE NANBOYA

BRAND CONCIER

- Buying offices for luxury brand items and other reuse goods.
- Over 100 buying offices in Japan.
- Handling in-home buying, delivery, and online buying.



古美術 **八光堂**

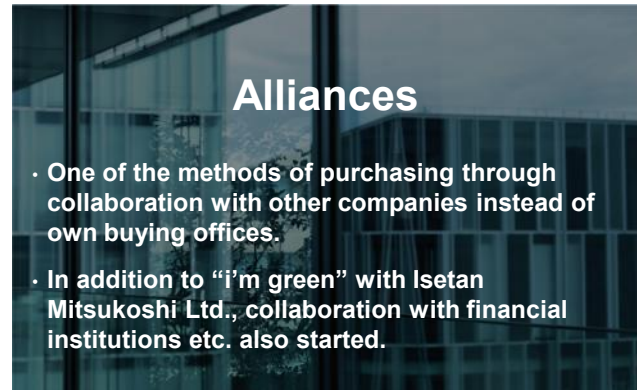
- Buying offices for antiques, art, and other reused goods.
- Antique appraisers mainly handle in-home buying.
- Other services include estate liquidation and pre-departure cleaning.



ALLU
(overseas)

- Expanding ALLU buying offices overseas.
- Directly operated and partner offices* worldwide.

* Partner offices: Buying offices operated in partnership with local companies.



Alliances

- One of the methods of purchasing through collaboration with other companies instead of own buying offices.
- In addition to “i’m green” with Isetan Mitsukoshi Ltd., collaboration with financial institutions etc. also started.

Our Business <Auction>



- BtoB auctions (SBA) for luxury brand items, etc.
- Since going online in Mar. 2020, the auctions have drawn numerous partners around the world.
- Hosting online diamond auction (SBA HK).



- BtoB auctions (8AC) for antiques and art.
- Offline auctions are the mainstream in the antiques and art business; going online in Jul. 2020 marked an innovation.



- The first BtoC real auction focusing on luxury watches was held in Jan. 2023. Held once every half year.

Our Businesses <Retail>

ALLU

- Five stores located in Ginza, Omotesando, Shinsaibashi, Shinsaibashi ANNEX and Shinjuku.
- Selling worldwide through own e-commerce site and partner e-commerce shopping malls.
- We also offer a C to C service that promotes circulation of items allowing customers to list and sell items while owning them. We create an environment where customers can use our services with peace of mind by taking charge of authentication, matching at appropriate prices, etc.

Our Businesses <Real Estate / Automobiles >

なんぼか不動産

- Started real estate brokerage service in Jun. 2020.
- Attracting customers by utilizing existing customer resources of *Nanboya* and *ALLU*.
- Increasing customer lifetime value and mapping the different stages a customer goes through.

Valuence AUTOMOTIVE

- Exclusive domestic sales of “TWISTED,” a uniquely restored and customized JAGUAR LAND ROVER LIMITED DEFENDER.
- In addition to selling and purchasing new and secondhand cars domestically and internationally, we also offers maintenance services at its own factory. Particularly strong in the maintenance of high-end imported cars.



Trends in Financial Results and Trends of Watch Market Prices

Trends in Financial Results (from FY23 to FY25)

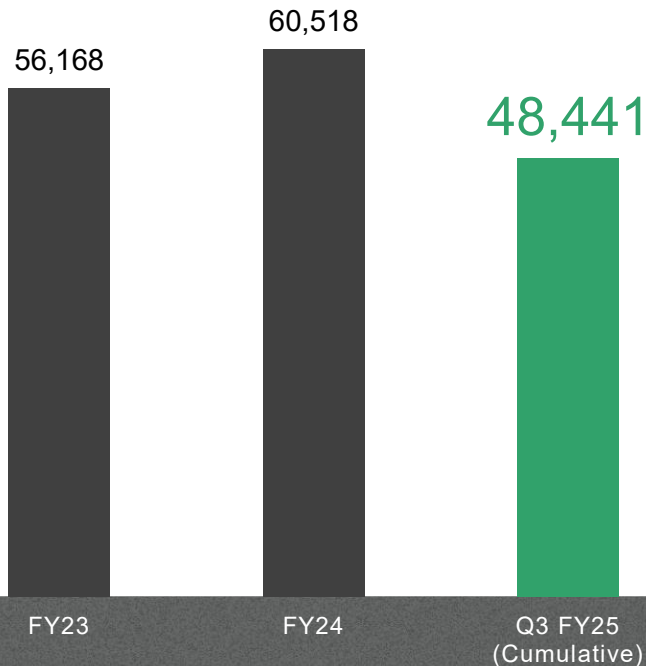
	FY23					FY24					FY25				
	Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Full-year	Q1	Q2	Q3	Q4	Cumulative
Net sales (Million yen)	17,250	16,378	20,044	22,456	76,130	19,689	19,738	21,959	20,080	81,468	18,823	22,007	22,267	—	63,098
Cost of sales (Million yen)	12,640	11,903	14,728	16,844	56,116	15,262	15,323	16,356	15,001	61,944	14,094	16,292	16,727	—	47,114
Gross profit (Million yen)	4,609	4,474	5,316	5,612	20,013	4,426	4,415	5,602	5,079	19,523	4,728	5,715	5,540	—	15,984
Gross profit margin	26.7%	27.3%	26.5%	25.0%	26.3%	22.5%	22.4%	25.5%	25.3%	24.0%	25.1%	26.0%	24.9%	—	25.3%
SG&A expenses (Million yen)	4,325	4,253	4,481	4,769	17,829	4,862	5,031	5,173	4,883	19,950	4,808	4,936	4,953	—	14,699
Operating profit (loss) (Million yen)	283	221	834	843	2,183	(436)	(616)	429	195	(426)	(80)	778	586	—	1,285
Ordinary profit (loss) (Million yen)	259	226	753	795	2,034	(474)	(686)	405	(9)	(764)	(170)	840	554	—	1,224
Net profit (loss) (Million yen)	133	25	481	409	1,050	(404)	(493)	237	(1,049)	(1,709)	(260)	544	249	—	532
Employees	925	964	1,033	1,041	1,041	1,046	1,039	1,077	1,074	1,074	1,061	1,074	1,117	—	1,117
No. of Domestic buying offices*	134	135	133	135	135	135	135	138	140	140	139	138	138	—	138
No. of Overseas buying offices	36	38	37	38	38	38	44	44	46	46	45	46	46	—	46

Purchases and Buying Offices

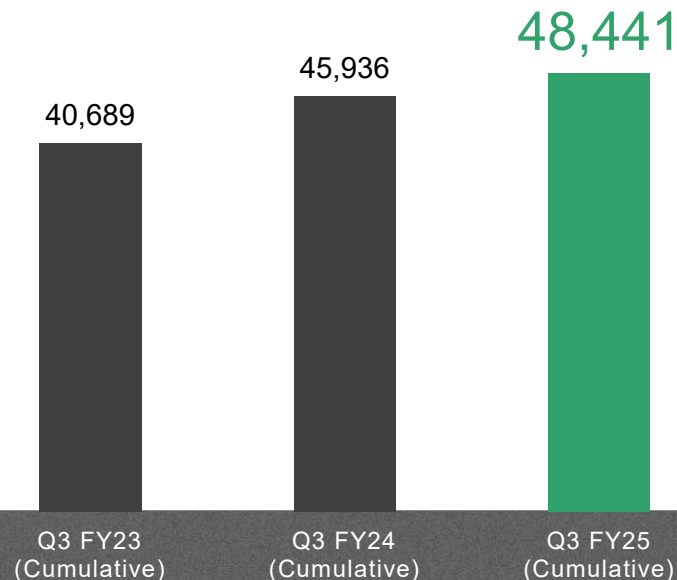
< Full-year >

(Million yen)

Purchases*1



< Cumulative >



Buying
Offices*2

173
(38)

186
(46)

184
(46)

170
(37)

182
(44)

184
(46)

Net Sales and Gross Profit Margin

< Full-year >

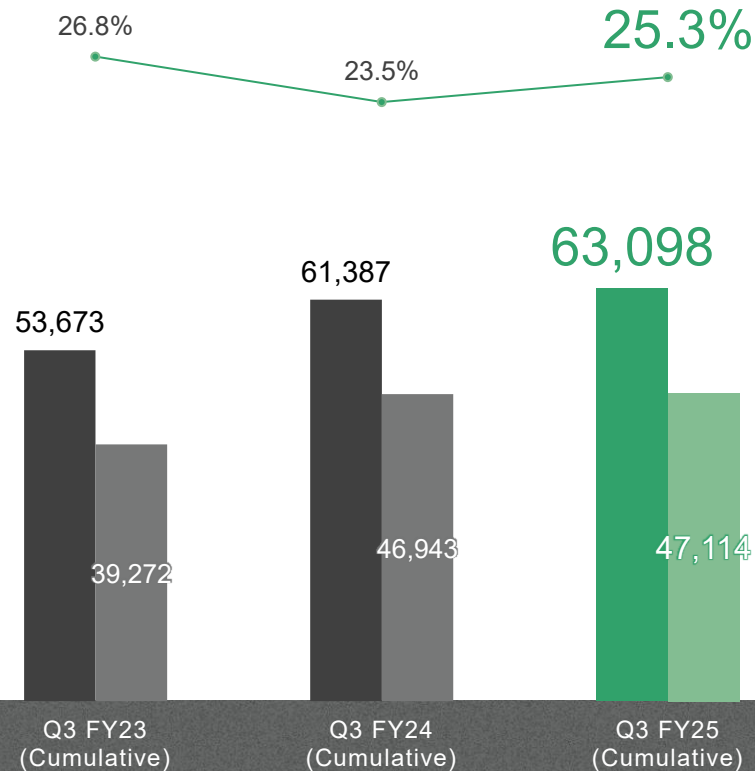
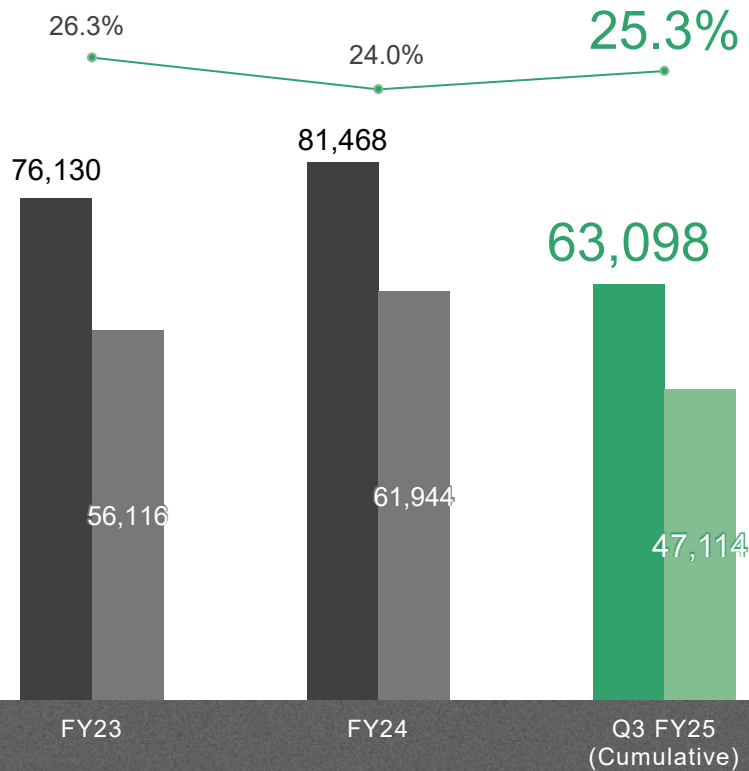
< Cumulative >

(Million yen)

Gross profit margin

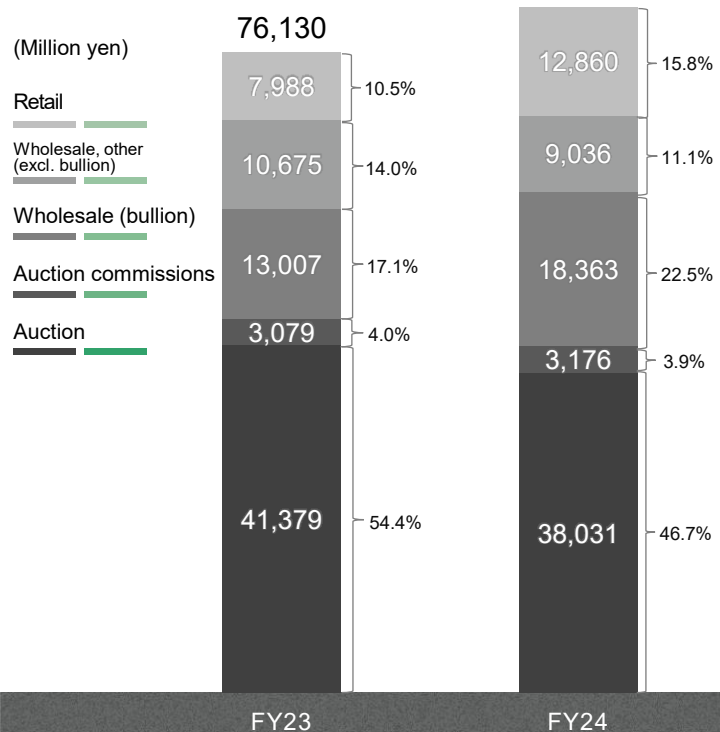
Net sales

Cost of sales



Net Sales by Channel (toB, toC)

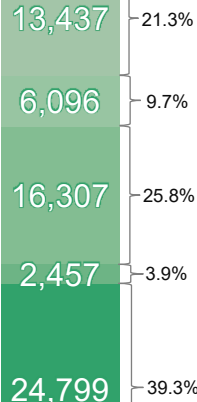
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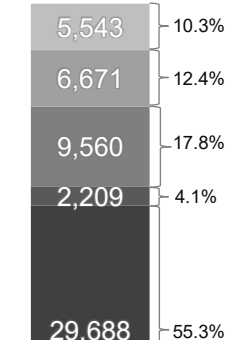
< Cumulative >

63,098

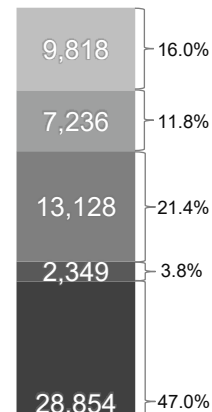
(Sales composition ratio)



53,673

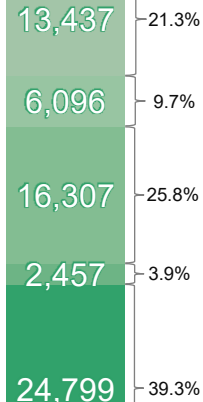


61,387



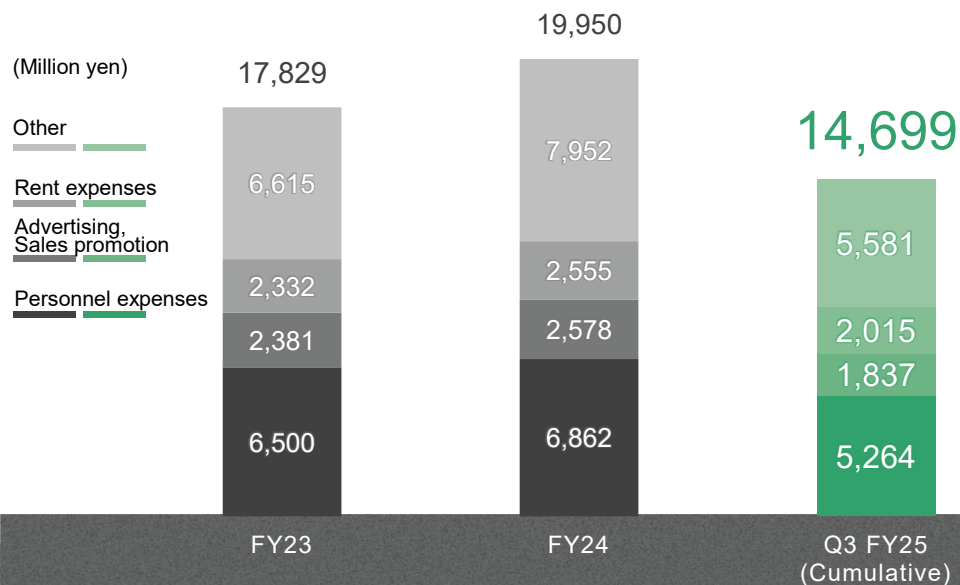
63,098

(Sales composition ratio)

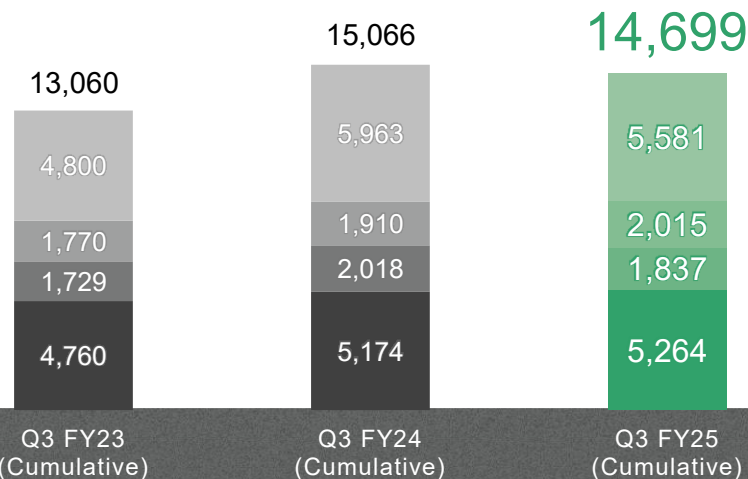


SG&A Expenses

< Full-year >

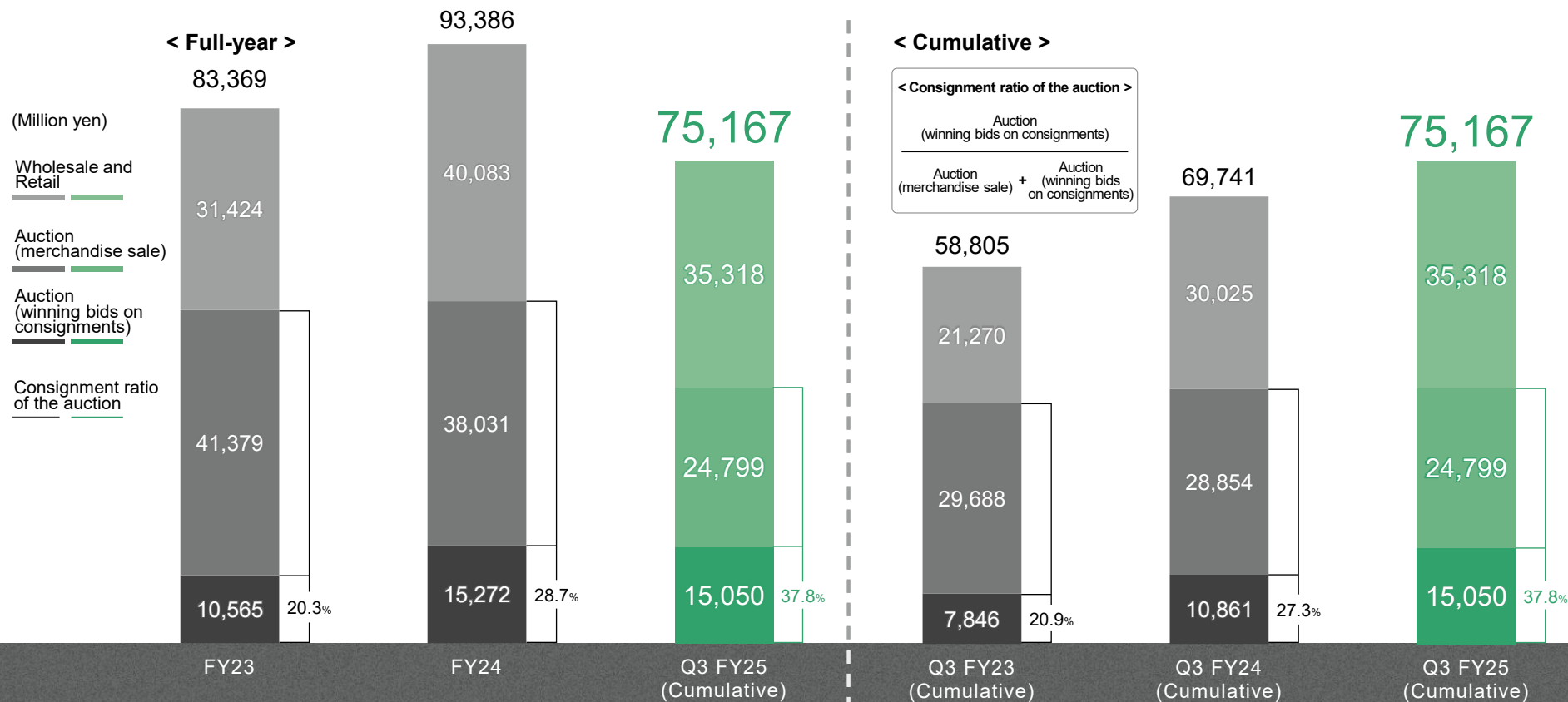


< Cumulative >

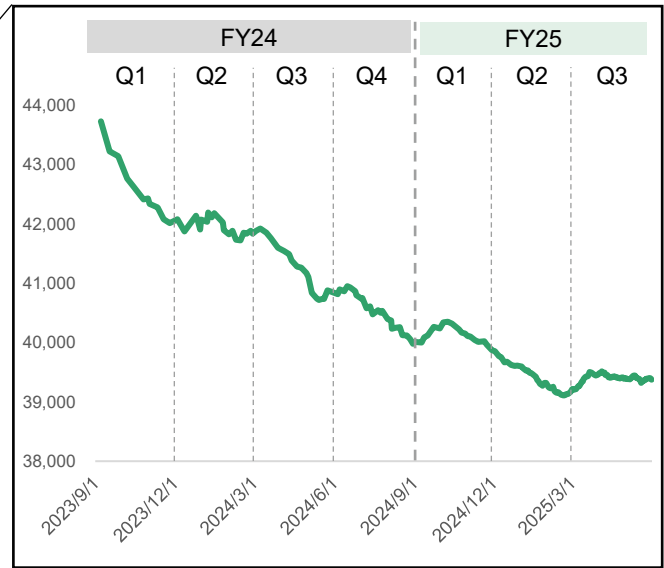
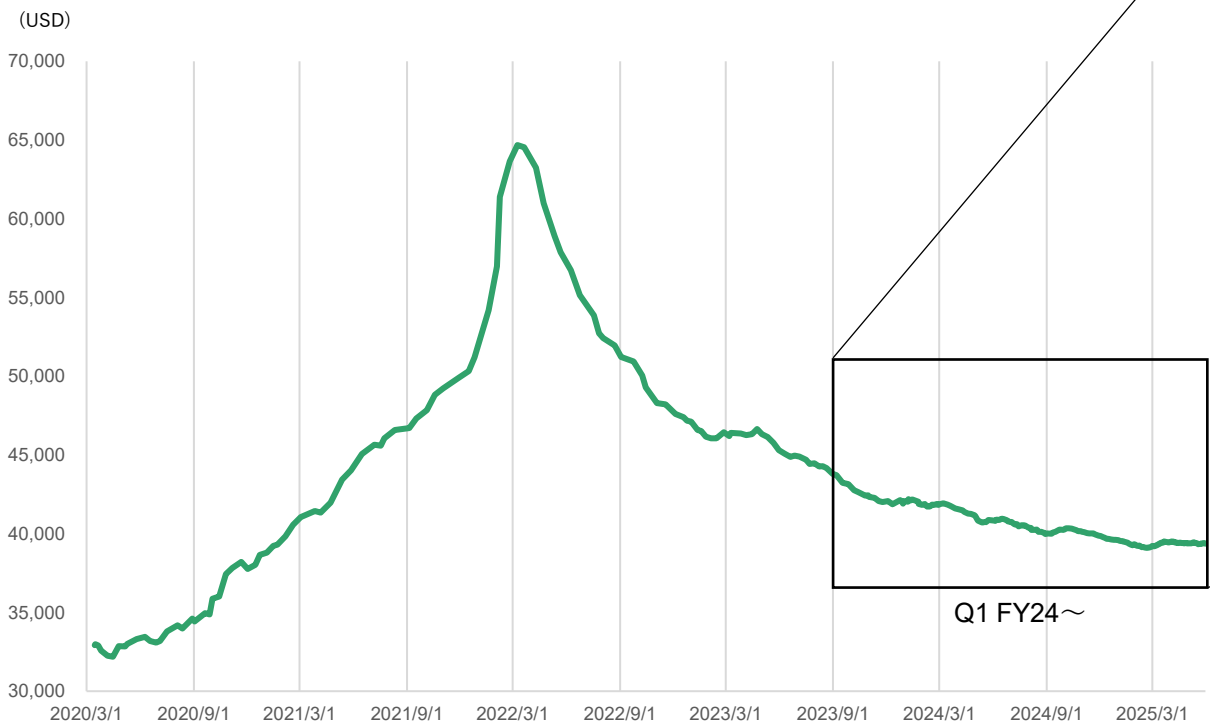


	FY23	FY24	Q3 FY25 (Cumulative)	Q3 FY23 (Cumulative)	Q3 FY24 (Cumulative)	Q3 FY25 (Cumulative)
Buying offices *1	173 (38)	186 (46)	184 (46)	170 (37)	182 (44)	184 (46)
Retail Stores	3	4 (1 store under preparation*2)	5	3	4 (1 store under preparation*2)	5
Employees	1,041	1,074	1,117	1,033	1,077	1,117

GMV Trends



Trends of Watch Market Prices



Sources:
Prepared by us from the figures published by WatchCharts
(<https://watchcharts.com/watches>) which consists of 60 watches
selected from the top 10 luxury watch brands in terms of
transaction value.c

Valuence

Circular Design Company

- Net sales by channel, auction results, and GMV trends contained herein are for reference purposes. The figures have not been audited by independent auditors.
- Financial results forecasts, etc. are based on information available at the time and certain assumptions deemed rational. Actual results and policies are subject to change due to various risks, uncertainties, and other factors, including changes in global trends and conditions.
- The preparation of this document complies with the Consolidated Financial Results for the Nine Months Ended May 31, 2025.

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