

*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 Three Months Ended September 30, 2025

November 13, 2025

Market Enterprise Co., Ltd.

Securities code: 3135



# Overview of the Financial Results for the Three Months



## Net sales / Gross profit

✓ Net sales saw YoY growth. Gross profit was nearly unchanged due to a reduced gross margin. This reduction stemmed from a low Q1 starting inventory of high-margin products, following high sales volume in the prior Q4.

- Net sales : ¥6,334 million (YoY + 15.3%)
- Gross profit : ¥2,002 million (YoY + 1.1%)

## Operating loss

✓ Although SG&A expense ratio continued to show an improving trend, it did not reach a level sufficient to cover the decrease in the gross profit margin.

- Operating loss : ¥ -80 million (In the previous fiscal year, Profit: ¥69 million)

## Ordinary loss / Loss attributable to owners of parent

✓ As a result of the above, ordinary loss and loss attributable to owners of parent were as follows.

- Ordinary loss : ¥ -85 million (In the previous fiscal year, Profit: ¥25 million)
- Loss attributable to owners of parent : ¥-107 million (In the previous fiscal year, Loss: ¥-48 million)

# Factors Contributing to the Differences Between 1Q FY2026 Plan and Actual Results

- ✓ The primary factors contributing to the differences from the sales and operating profit plans are as follows:

1Q  
FY6/2026

## Causes of differences

### Second-hand business for individuals

- Purchase requests increased but the number of items with a high gross profit margin was smaller than anticipated.

### Mobile & Telecommunications Business

- There was a brief increase in inefficient advertising and marketing activities. The conversion rate decreased, resulting in a smaller than planned number of new subscribers.

2Q  
FY6/2026

## Progress with improvements

### Second-hand business for individuals → Actions under way

- Increasing the number and efficiency of purchases by increasing “smart” purchases and starting to use an AI agent.

### Mobile & Telecommunications Business → Actions completed

- The conversion rate is improving due to revisions to marketing activities.

# Quarterly Consolidated Statement of Income

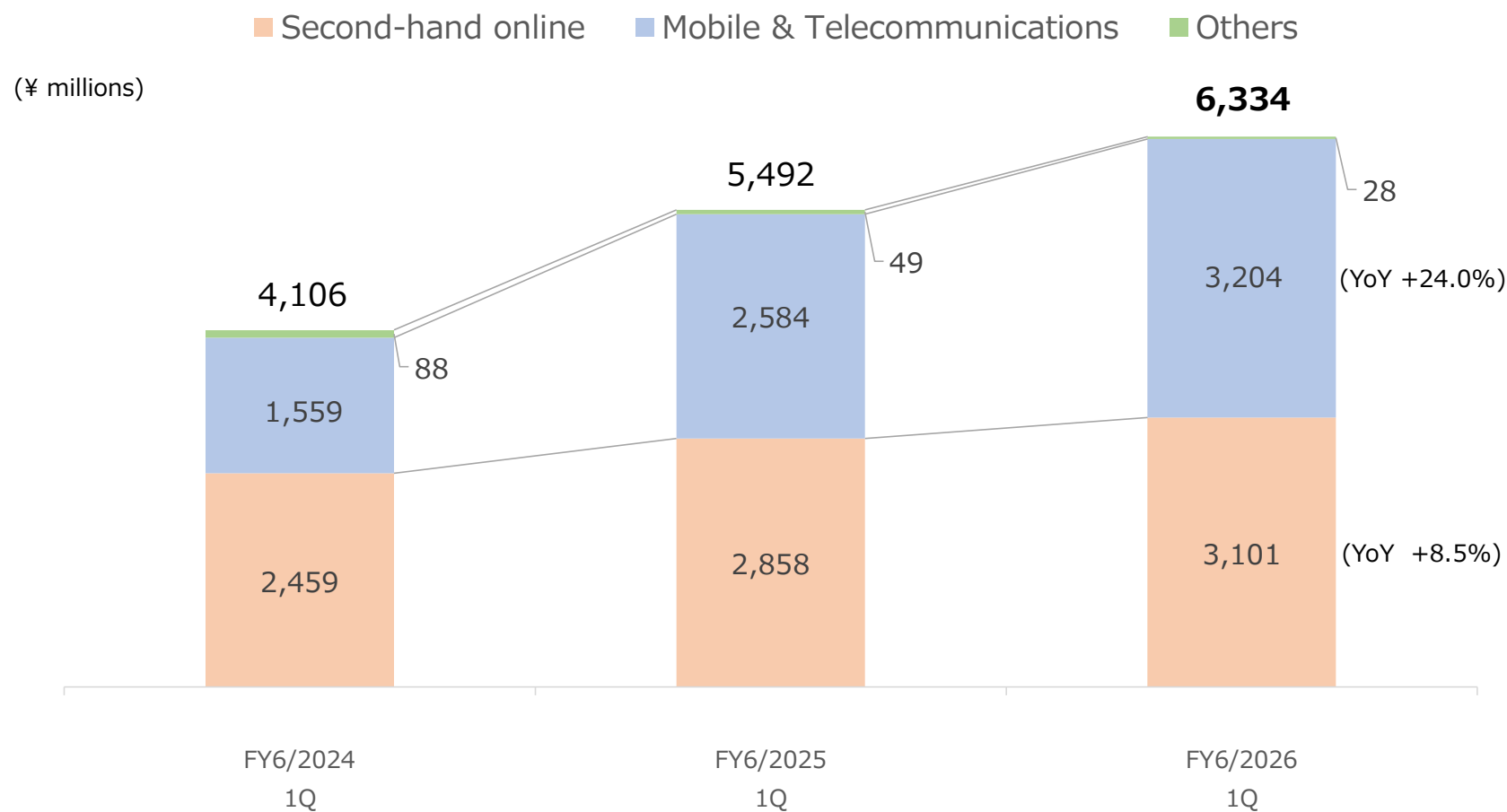
## For the three months ended September 30, 2025



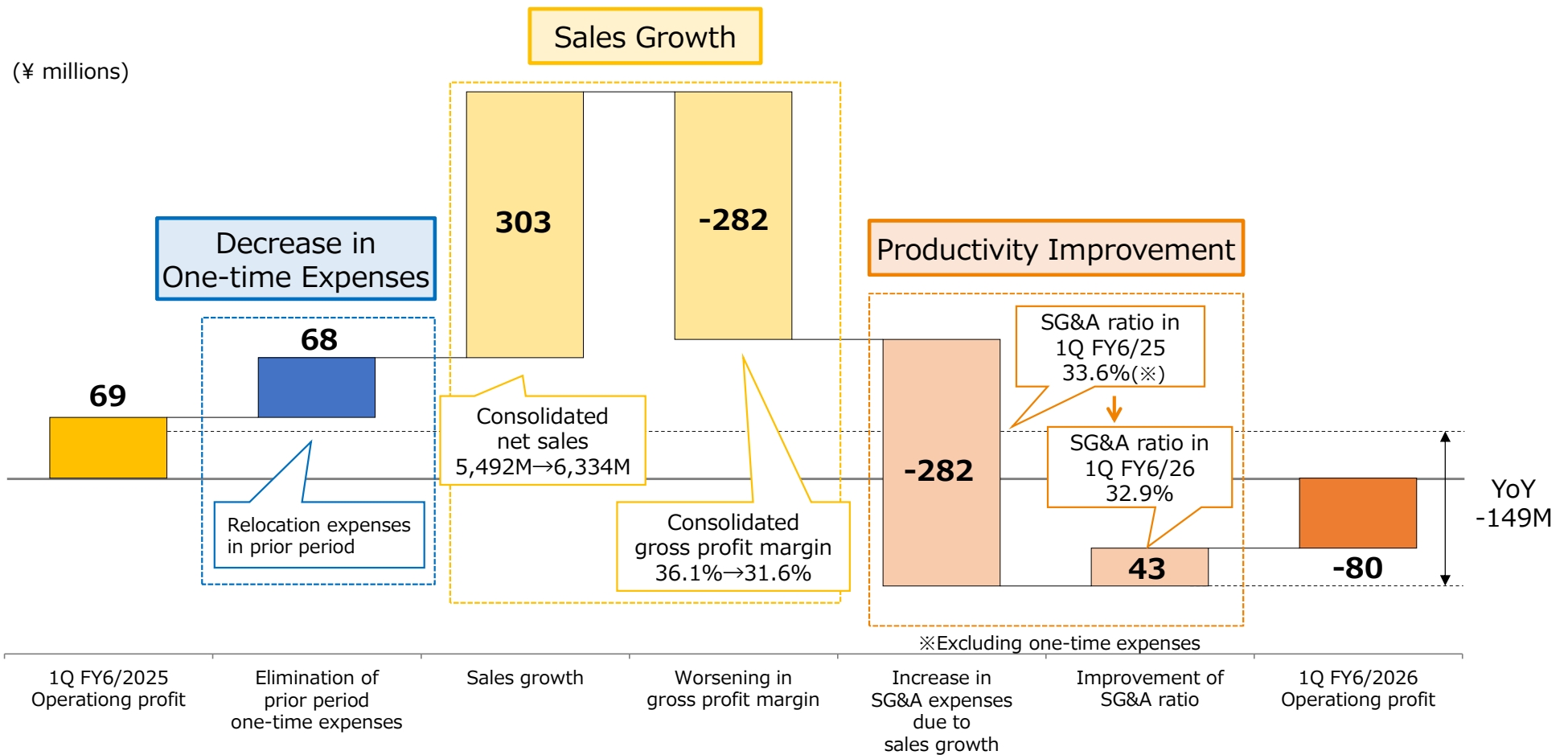
(¥ millions)	1Q FY6/2025	1Q FY6/2026	Change	YoY
Net sales	5,492	6,334	842	115.3%
Gross profit	1,980 (36.1%)	2,002 (31.6%)	21	101.1%
Operating profit (loss)	69 ( 1.3%)	(80) ( - %)	(149)	-
Ordinary profit (loss)	25 ( 0.5%) (Loss on valuation of derivatives: -31)	(85) ( - %)	(111)	-
Profit (loss) attributable to owners of parent	(48) ( - %)	(107) ( - %)	(59)	-

(\*Figures in parentheses show profit margin.)

## Consolidated Sales for the Three Months by Business Segment



# 1Q Analysis of Change in Operating Profit



## Earnings Forecast for FY6/2026

(¥ millions)	1Q FY6/2026 Results	FY6/2026 Full-year Forecast	Progress
Net sales	6,334	30,000	21.1%
Operating profit (loss)	(80)	1,100	- %
Ordinary profit (loss)	(85)	1,050	- %
Profit (loss) attributable to owners of parent	(107)	650	- %

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