

mercari

Summary of Financial Results

FY2026.6 Q3



Continuing from Q2, Mercari achieved record-breaking figures for revenue and core operating profit.

As Marketplace top-line growth has exceeded our forecast, we once again revised our consolidated results forecast upward, aiming for further growth.

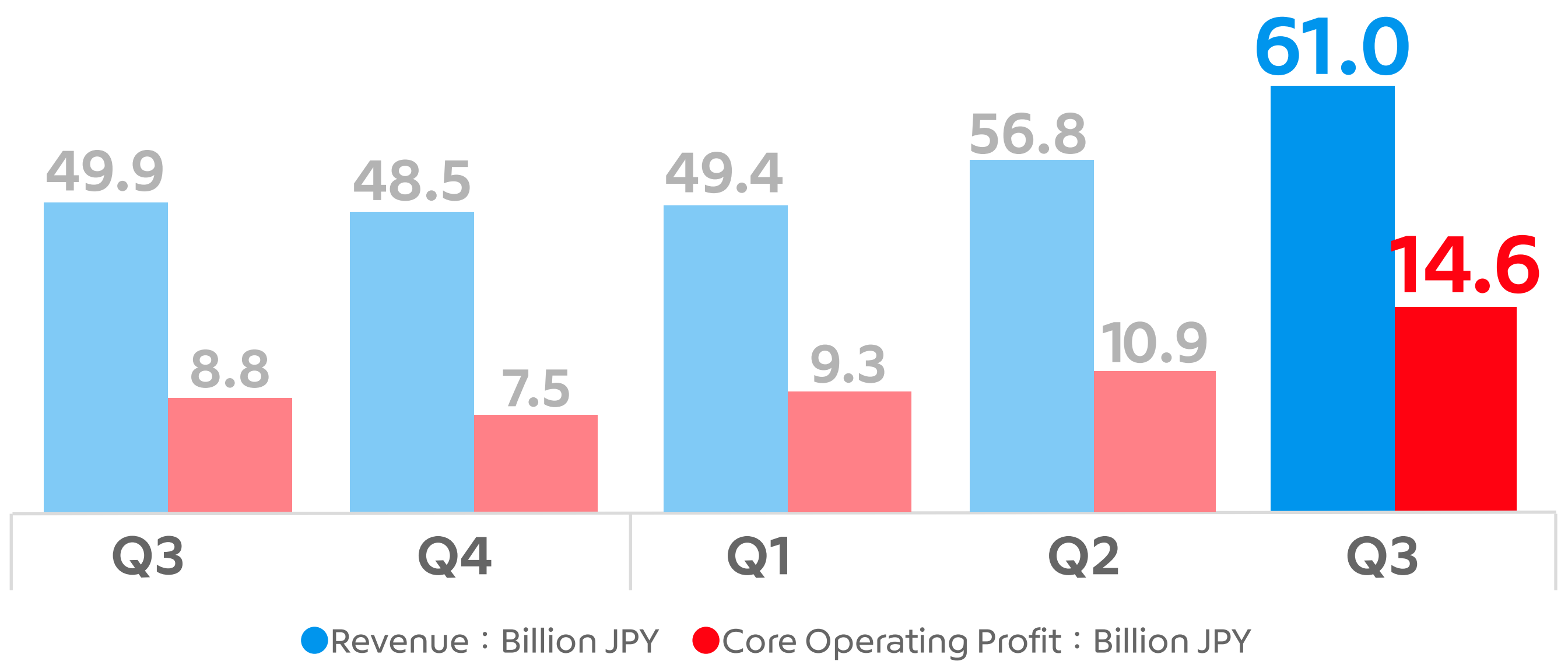
	Forecast at start of period	Revised forecast (as of Q2)	Revised forecast (current)
Revenue	200.0-210.0B JPY	210.0-220.0B JPY	Over 220.0B JPY
Core operating profit	28.0-32.0B JPY	32.0-36.0B JPY	Over 40.0B JPY

Consolidated

Revenue / Core Operating Profit

FY2025.6

FY2026.6

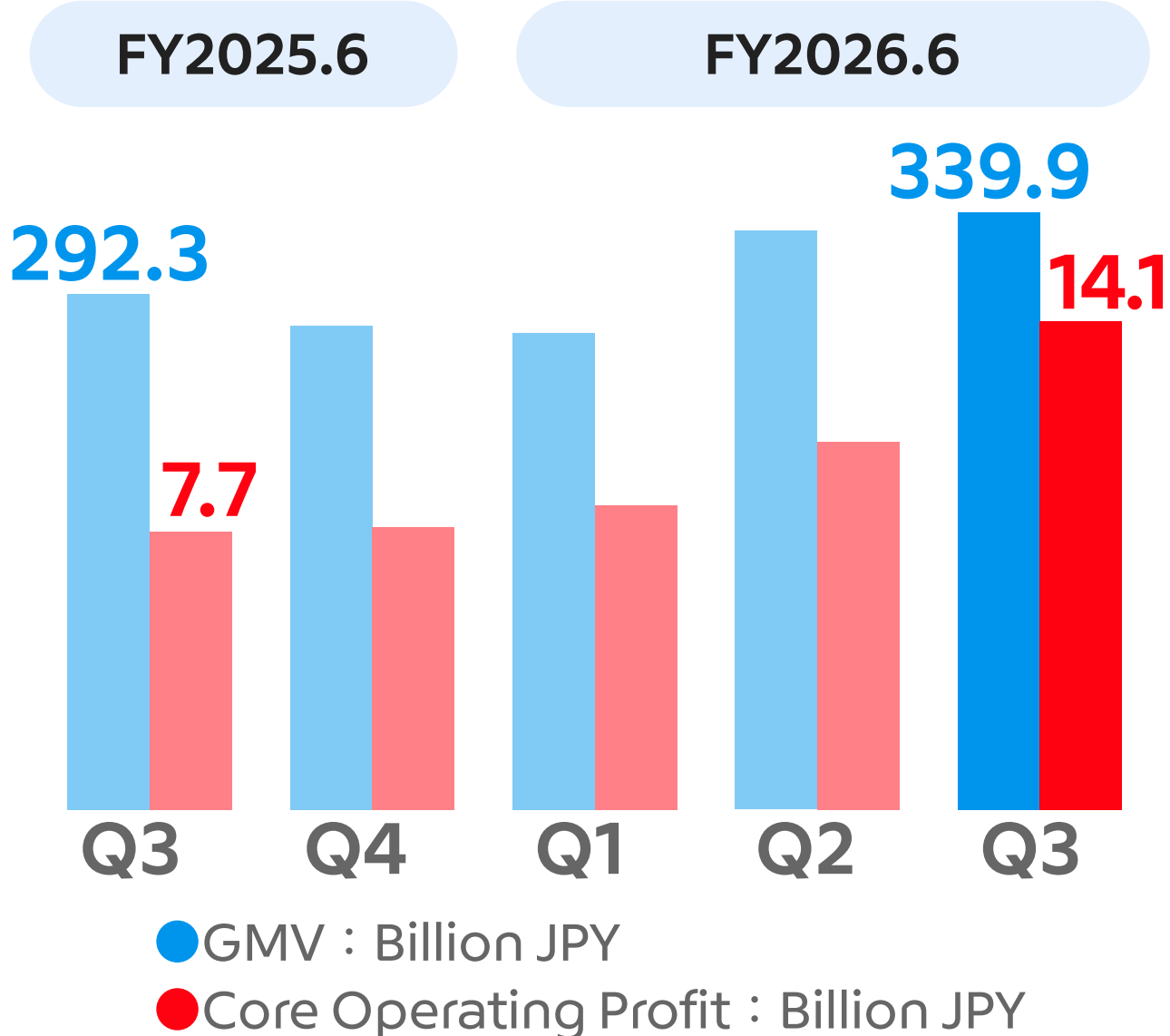


KPI

Marketplace	Fintech	US
<p>GMV</p> <p>339.9 Billion JPY</p> <p>YoY+16%</p>	<p>Credit Balance</p> <p>328.1 Billion JPY</p> <p>YoY+45%</p>	<p>GMV</p> <p>211 Million USD</p> <p>YoY+18%</p>
<p>Core Operating Profit</p> <p>14.1 Billion JPY</p> <p>YoY+6.3Billion JPY</p>	<p>Core Operating Profit</p> <p>2.7 Billion JPY</p> <p>YoY+0.9Billion JPY</p>	<p>Core Operating Profit</p> <p>0.2 Billion JPY</p> <p>YoY-1.0Billion JPY</p>

Marketplace

GMV / Core Operating Profit



TOPICS

AI has sped up development and initiatives to enhance the product experience, increasing retention and active rates. Entertainment & Hobbies contributed to continued double-digit GMV growth.

Mercari's alliance with Suruga-ya has steadily integrated item category data and inventory. From Q4, the Group will expand direct crossborder transactions to more regions.

Fintech

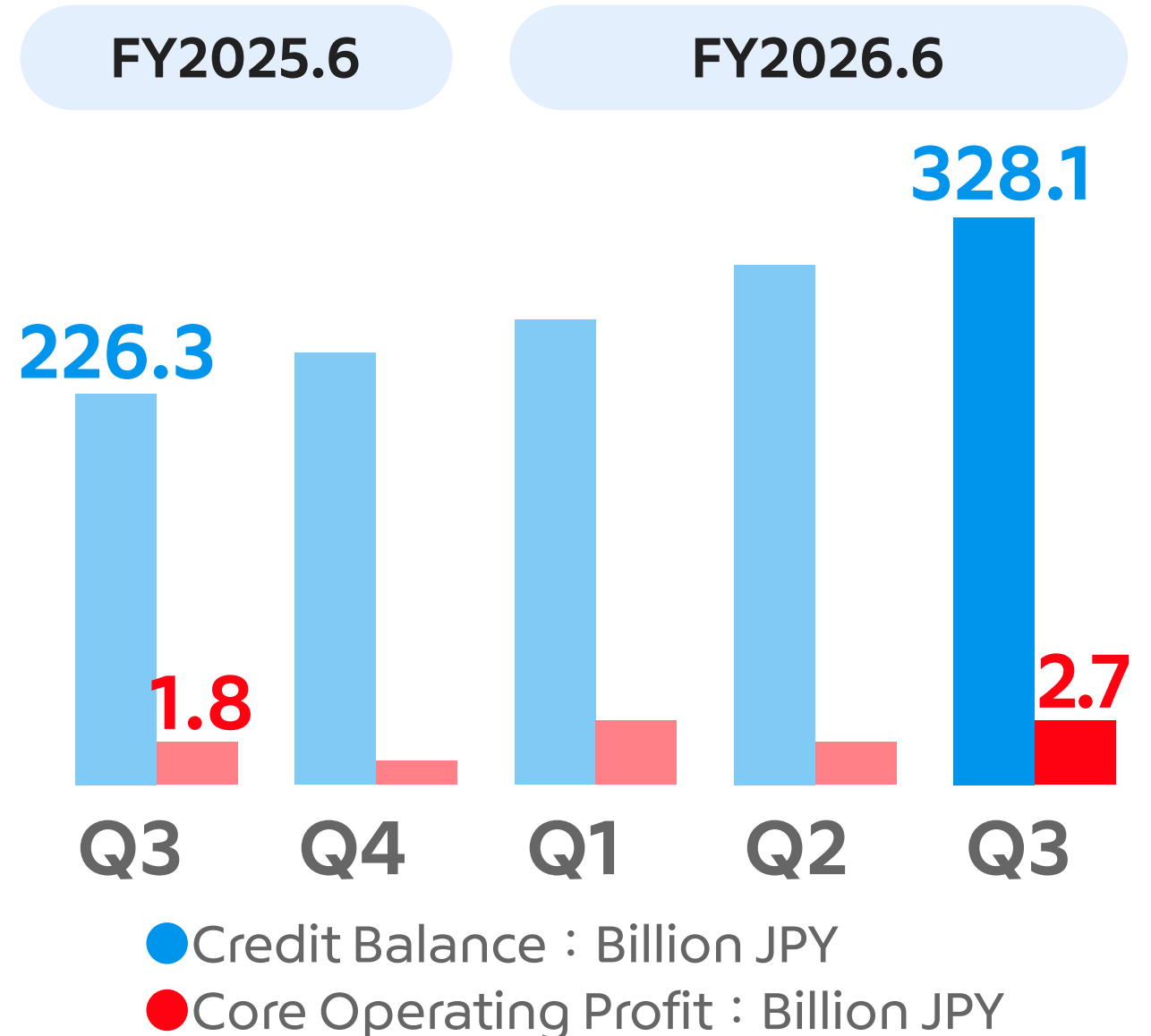
TOPICS



The success of new commercials and a spring Mercard promotion saw new Mercard holder acquisition grow steadily.

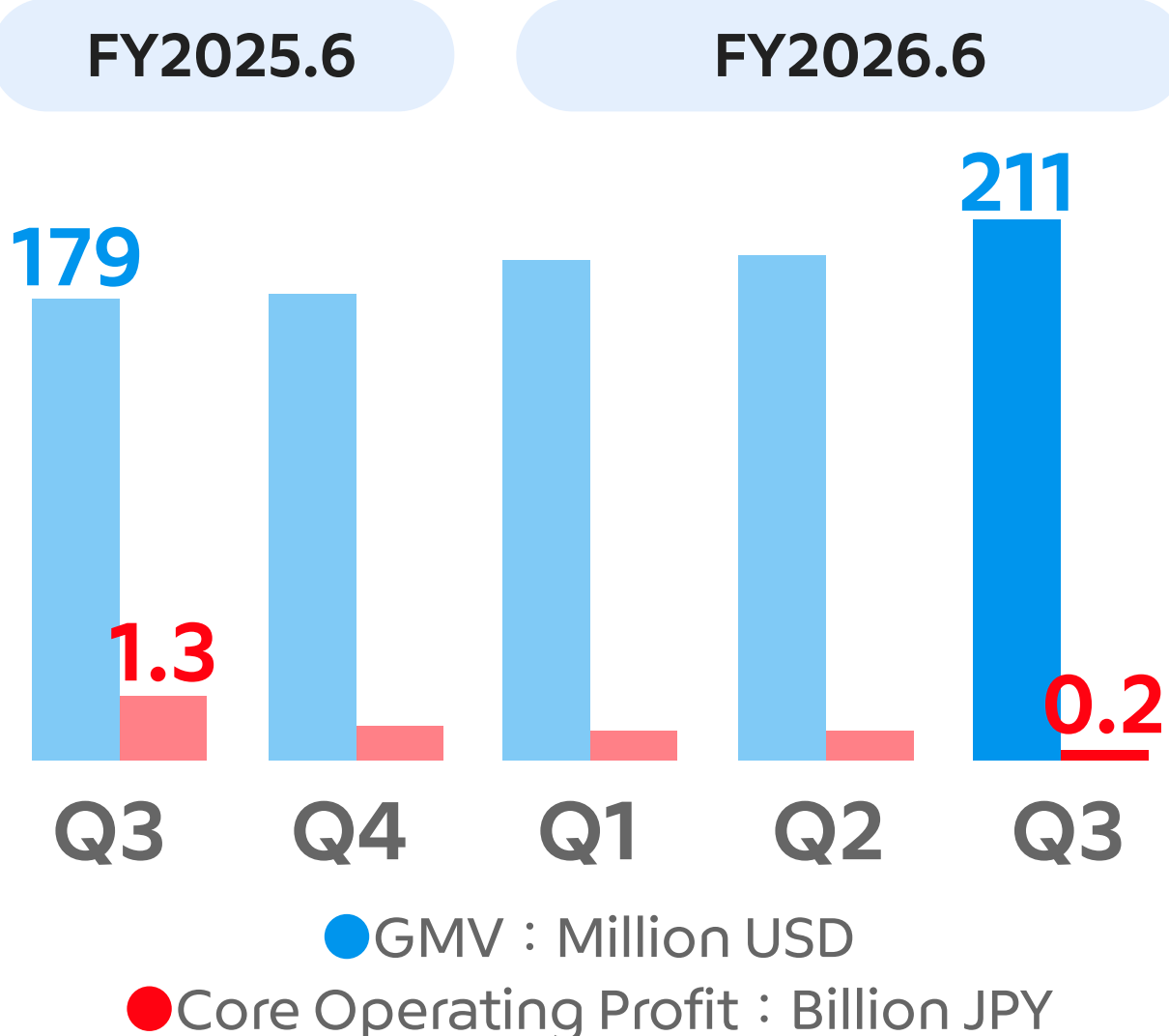
In addition to higher numbers of payments both inside and outside of Mercari, the gradual expansion of credit limits resulting from the Group's original AI credit model contributed to the growth of credit balance.

Credit Balance / Core Operating Profit



US

GMV / Core Operating Profit



TOPICS



In addition to enhancing the core experience of the product, strategies such as a limited-time shipping discount promotion were successful, resulting in continued double-digit GMV growth.