mercari

FY2026.6 Q1 AI Earnings Summary

This document was created using generative AI based on the contents of our financial presentation materials published on November 7, 2025.

Consolidated

Q1 Highlights

Revenue	Core Operating Profit
49.4B JPY (YoY +10%)	9.3B JPY(YoY +128%)

Mercari Group recorded a favorable start to the fiscal year in all three of Mercari Group's major businesses, with the recovery of the Marketplace GMV growth rate, the achievement of positive GMV growth in our US business, and the growth of Fintech credit services. Consolidated revenue was 49.4B JPY (+10% YoY) and consolidated core operating profit was 9.3B (+128% YoY). Going forward, we will continue to promote product innovation by leveraging AI, and from Q2 onward, we aim to achieve our full-year financial forecast while strengthening the investment needed for growth in FY2027.6.

KPIs of each major segment

Marketplace	Fintech	US
GMV	Credit Balance	GMV
270.3B JPY (+5% YoY)	269.1B JPY (+35% YoY)	194M USD (+0.4% YoY)
Core Operating Profit	Core Operating Profit	Core Operating Profit
8.4B JPY (+1.8B JPY YoY)	2.7B JPY (+2.3B JPY YoY)	0.6B JPY (+1.4B JPY YoY)

Marketplace

GMV was 270.3B JPY (+5% YoY) and core operating profit was 8.4B JPY (+1.8B JPY YoY), indicating high profitability. The increase in GMV was due to a number of factors, including initiatives related to safety and security starting to bear fruit, a promotional campaign for shipping small packages, and the growth of categories like Entertainment & Hobbies. In addition to an increase in revenue, the scaling down of investment into *Mercari Hallo* also contributed to the increase in core operating profit.

Fintech

We recorded increases in both income and profit, with revenue of 14.2B JPY (+22% YoY) and core operating profit of 2.7B JPY (+2.3B YoY). Credit balance has grown to 269.1B JPY led by the increase of fixed-amount payment and installment payment, and collection rates stayed high at 99.3%, showing that we are appropriately balancing growth and risk management. We are planning to continue investments mainly in initiatives to acquire *Mercard* holders to achieve mid/long-term top-line growth in Q2 and beyond.

US

The US business made good progress on enhancing the product's core experience and carrying out effective marketing initiatives. With these contributions, GMV achieved positive growth starting in August, with GMV increasing 0.4% YoY to 194M USD in Q1. We have continued to break even for three consecutive quarters, with a core operating profit of 0.6B JPY. We will continue to move ahead with enhancing the product's core experience and distinguishing ourselves from our competitors by using category-specific strategies as we aim to break even for the full year and achieve positive YoY GMV growth.