mercari

Summary of Financial Results

FY2027.6 Q1

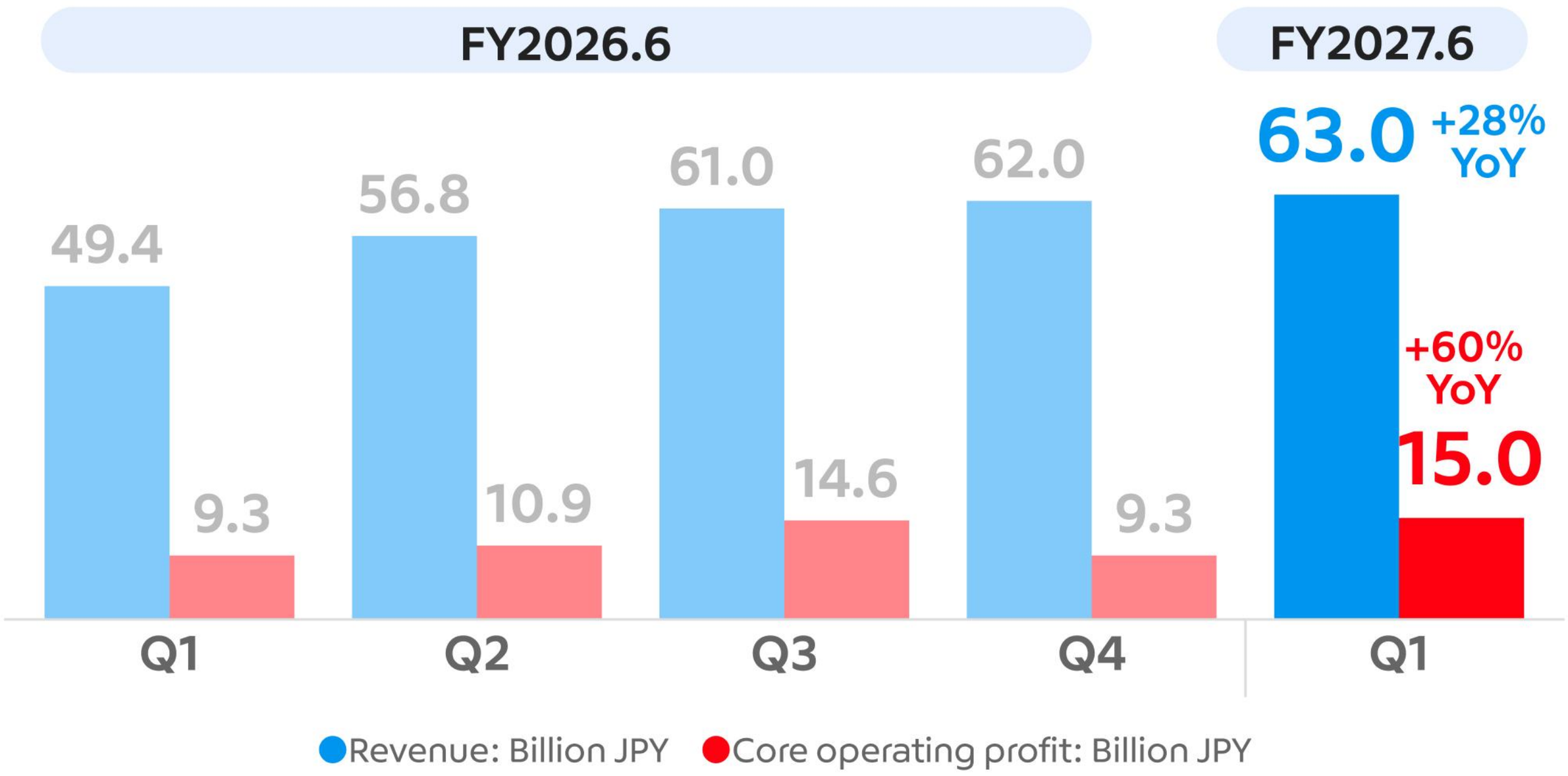


Marketplace performed well backed by a foundation for growth built by enhancing the product's core experience. Fintech also saw growth, centered around *Mercard*, recording our highest ever results for revenue and core operating profit.
Q1 figures are a good start toward achieving our full-year financial forecast.

	Forecast at start of period
Revenue	260.0–290.0B JPY
Core operating profit	45.0B JPY or more

Consolidated

Revenue / Core Operating Profit



KPIs

Marketplace

GMV
332.0 B JPY
+23% YoY

Core Operating Profit
11.5 B JPY
+3.0B JPY YoY

Fintech

Credit Balance
389.1 B JPY
+45% YoY

Core Operating Profit
5.9 B JPY
+3.2B JPY YoY

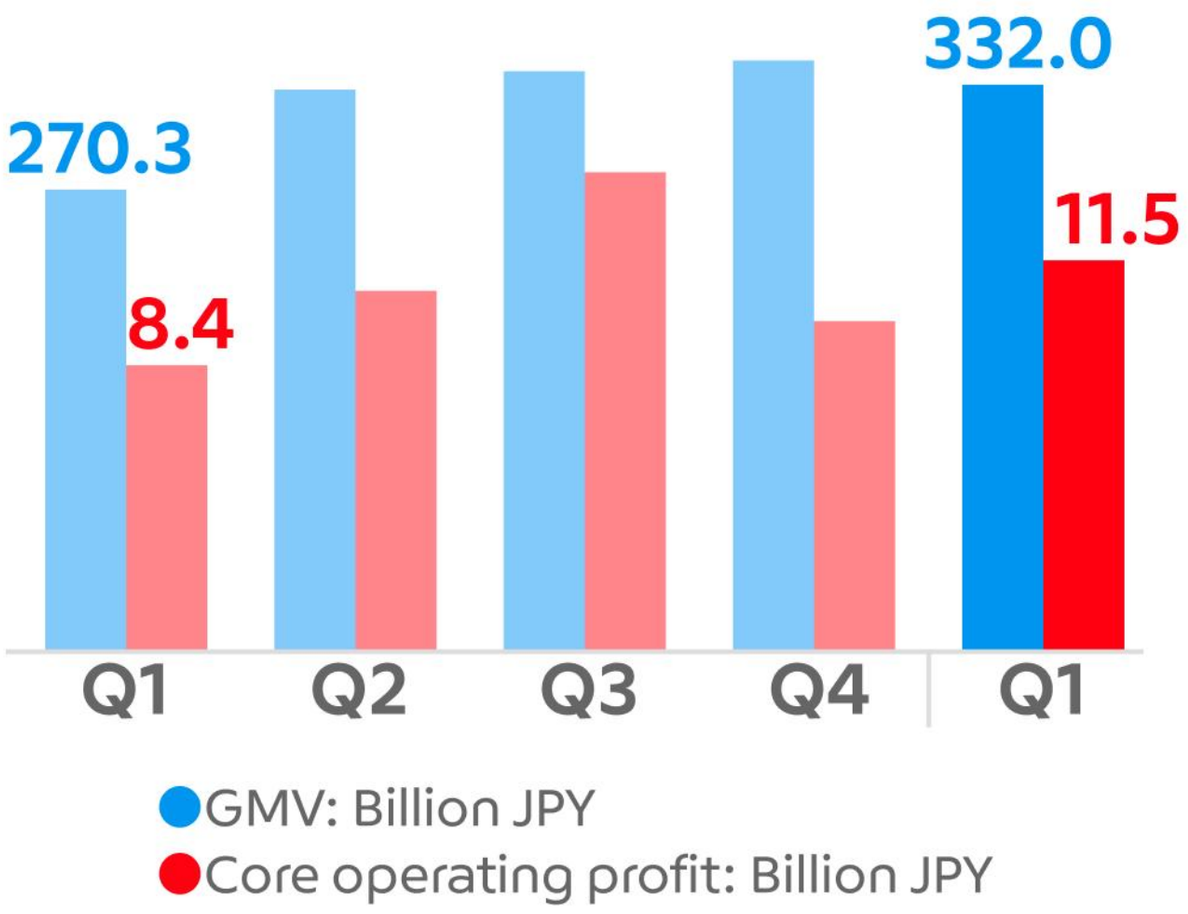
US

GMV
194 M USD
+0.3% YoY

Core Operating Profit
0.09 B JPY
-0.5B JPY YoY

Marketplace

GMV / Core Operating Profit



TOPICS

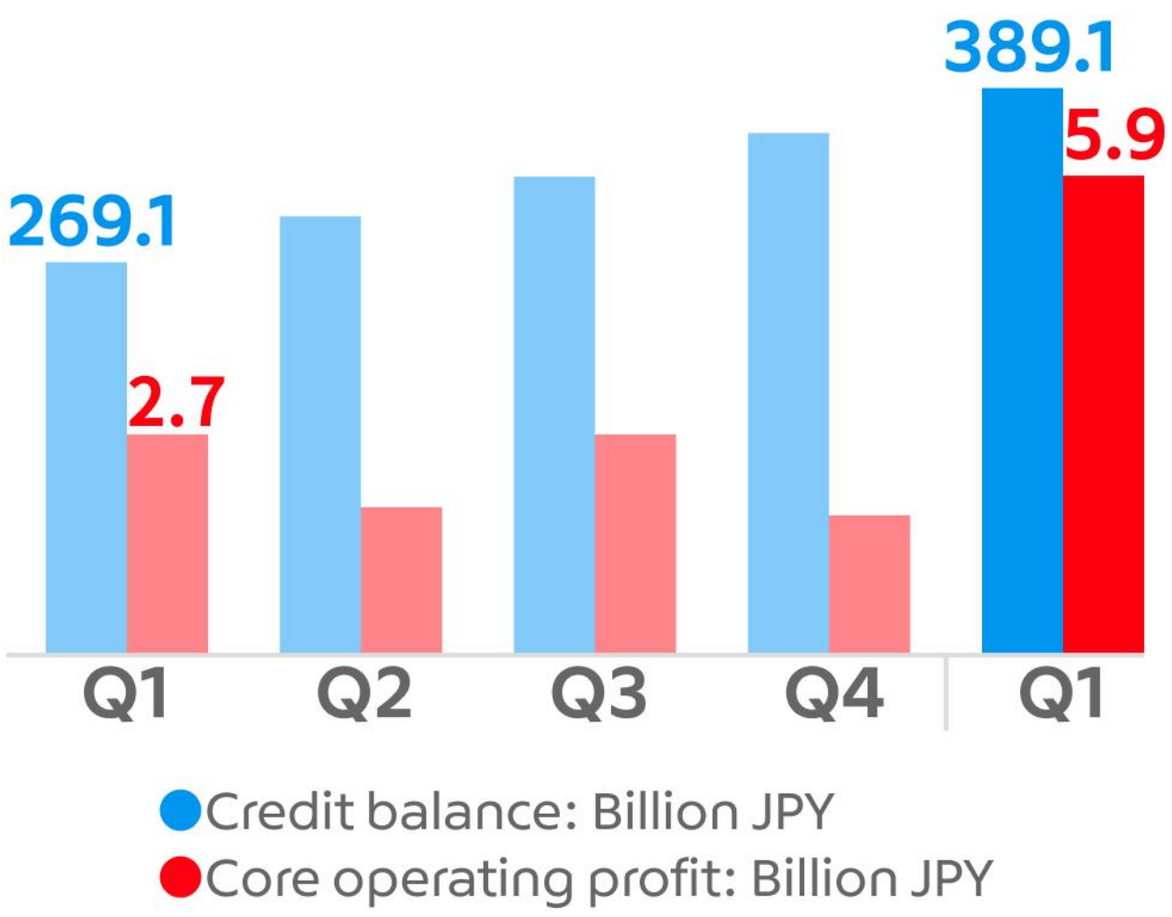
- GMV was +23% YoY, as we maintained the momentum of *Super Mercari Market Days* due to ongoing enhancements to the product's core experience
- Entertainment & Hobbies categories grew on the strength of diverse IP
- Crossborder GMV maintained high growth rate
- Promoted initiatives for building a healthy marketplace, such as measures to ban certain listings and build stronger cooperation with police

Fintech

TOPICS

- Success of free *Mercard Gold* signup campaign and other promotions grew transaction value outside *Mercari*
- Transaction value inside *Mercari* increased due to favorable Marketplace GMV growth, resulting in credit balance growth rate remaining high at +45% YoY
- Credit quality and collection rates progressed in a sustainable manner due to the sophistication of Mercari's unique AI credit

Credit Balance / Core Operating Profit



US

GMV / Core Operating Profit

TOPICS

- Although the Entertainment & Hobbies, Electronics, and Cosmetics categories were strong in light of improvements to the product's core experience, Fashion categories were sluggish due to the impact of aggressive promotional campaigns of competitors, resulting in GMV landing at +0.3% YoY
- Steady progress was made to improve the purchase price per transaction, such as expanding transactions for high-priced items