mercari

Summary of Financial Results

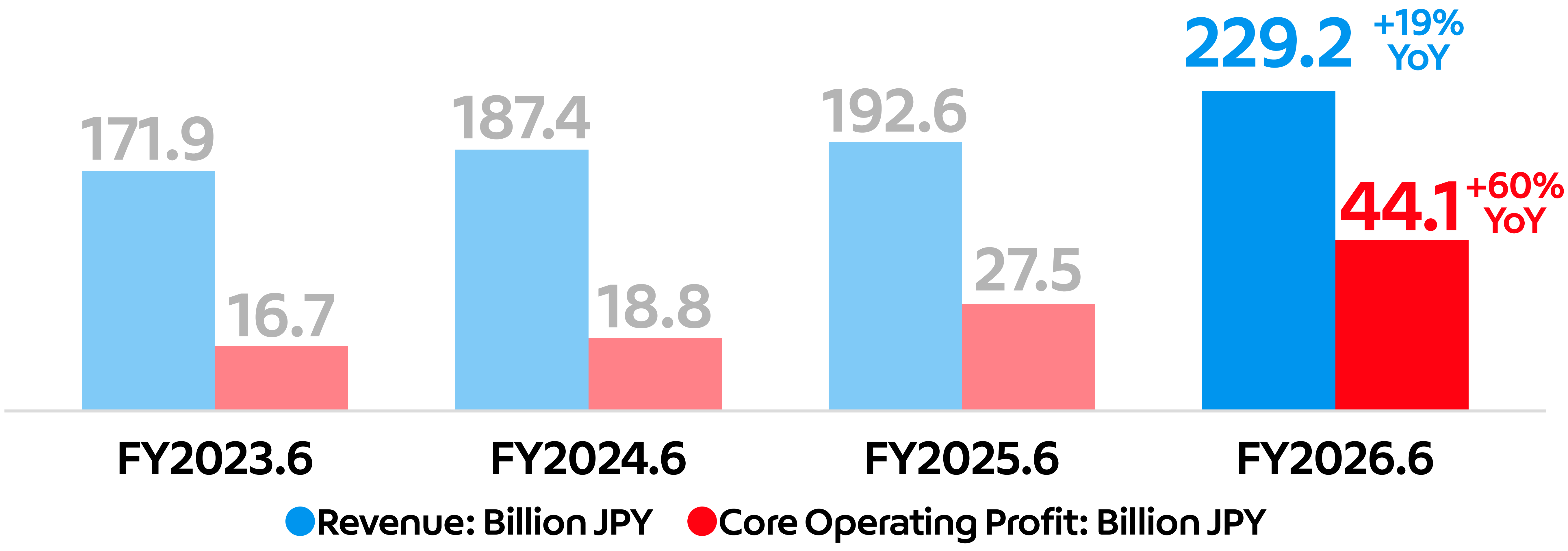
FY2026.6

Achieved the forecast revised upward in Q3 for both revenue and core operating profit to reach record-high results; built a strong foundation for disruptive growth due to returning to double-digit revenue growth and establishing a revenue base

		Forecast at start of period	Latest forecast	Results
Consolidated	Revenue	200.0–210.0B JPY	220.0B JPY or more	229.2B JPY
	Core Operating Profit	28.0–32.0B JPY	40.0B JPY or more	44.1B JPY
Marketplace	GMV growth rate	+3–5% YoY	+5–10% YoY	+15% YoY
	Core Operating Profit	32.0–36.0B JPY	35.0–39.0B JPY	42.9B JPY
Fintech	Core Operating Profit	5.0–7.5B JPY		9.1B JPY
US	GMV growth rate	Positive YoY growth		+11% YoY
	Core Operating Profit	Break even		2.0B JPY

Consolidated

Revenue/Core Operating Profit



FY2027.6 Financial Forecast

Aim to balance ongoing high growth with investment for mid- to long-term growth, while maintaining the top-line growth that will lead to increased profits

Consolidated

Guidance

Revenue	Core Operating Profit
260.0–290.0B JPY	45.0B JPY or more

Marketplace

Guidance

GMV growth rate	Core Operating Profit
+10–15% YoY	45.0B JPY or more

Fintech

Guidance

Core Operating Profit

10.0B JPY or more

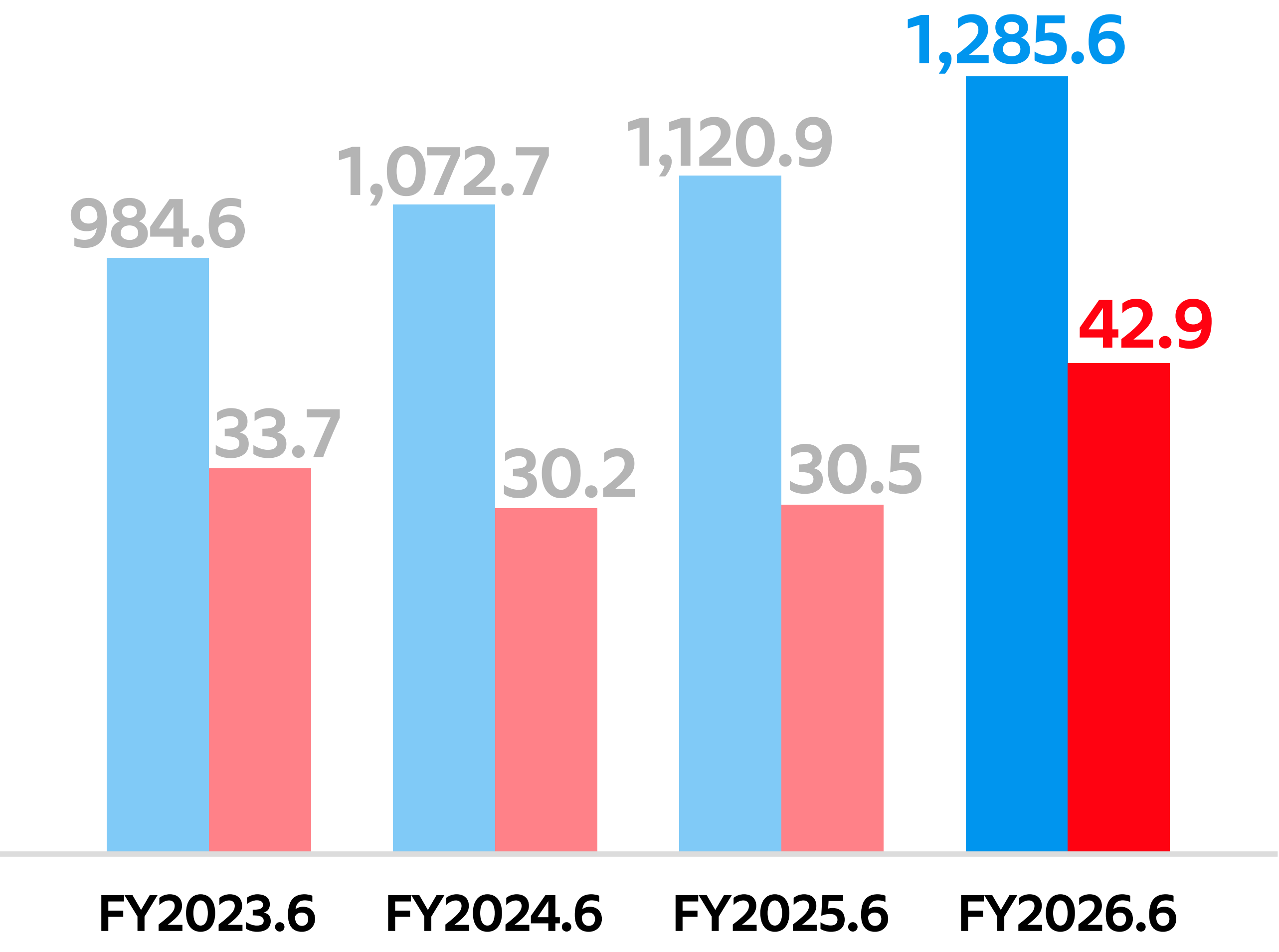
US

Guidance

GMV growth rate	Core Operating Profit
+10% or more YoY	Continue to break even

Marketplace

GMV/Core Operating Profit



●GMV:Billion JPY ●Core Operating Profit:Billion JPY

TOPICS

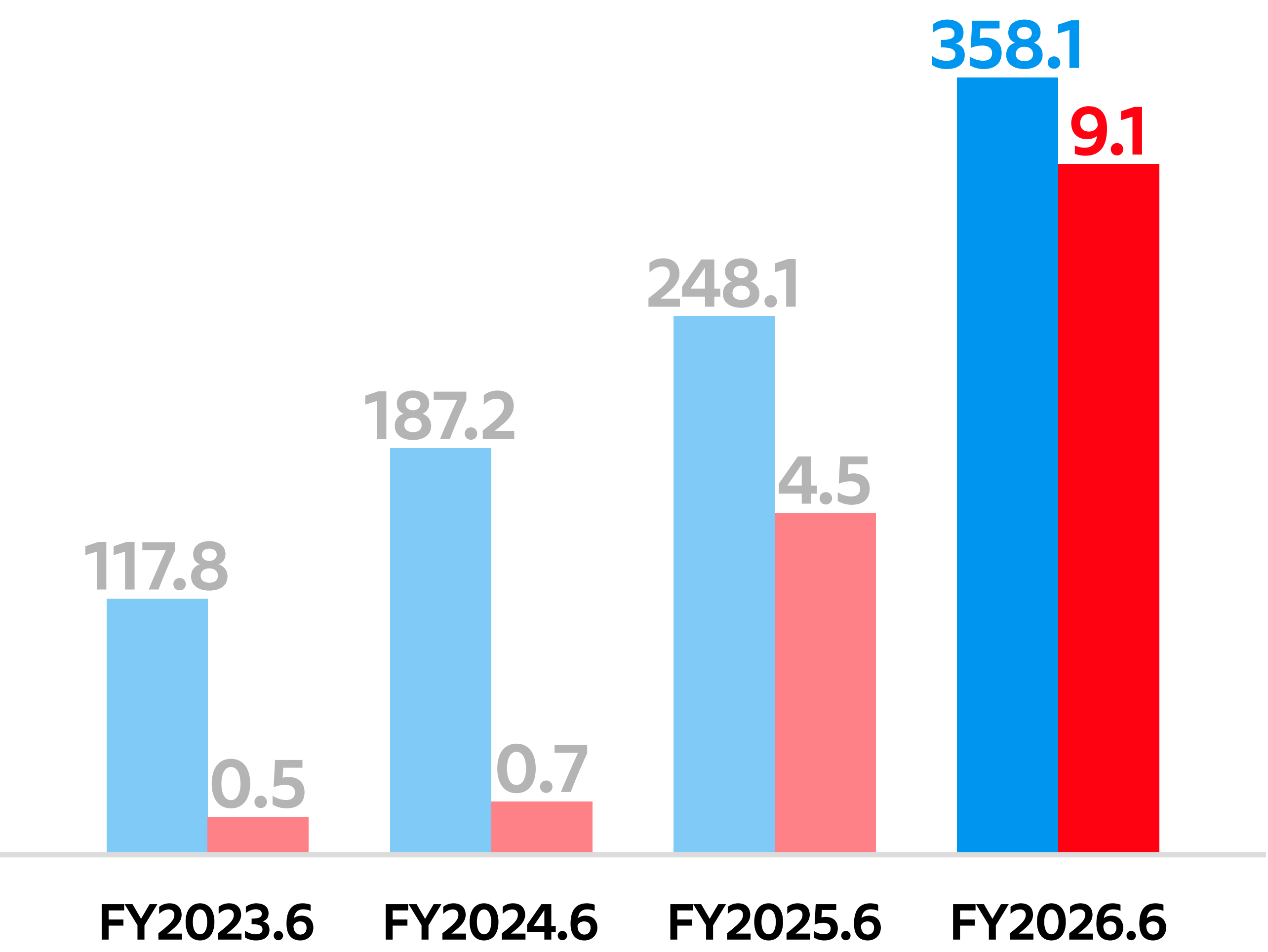
- GMV growth rate was +15% YoY, returning to double-digit growth and further reinforcing the revenue base
- Expanded crossborder GMV to approximately 9% of overall GMV and made further progress with the release of the Global App
- Aiming to maintain a high GMV growth rate by focusing on strengthening crossborder transactions while continuing to enhance the product’s core experience

Fintech

TOPICS

- New *Mercard* holders and expanded usage grew transaction value outside of *Mercari* , driving credit balance growth (+44% YoY); enhanced profitability in line with steady growth of the credit business
- Will expand everyday use and credit opportunities through enhanced features and partnerships, aiming for sustainable growth of transaction value and credit

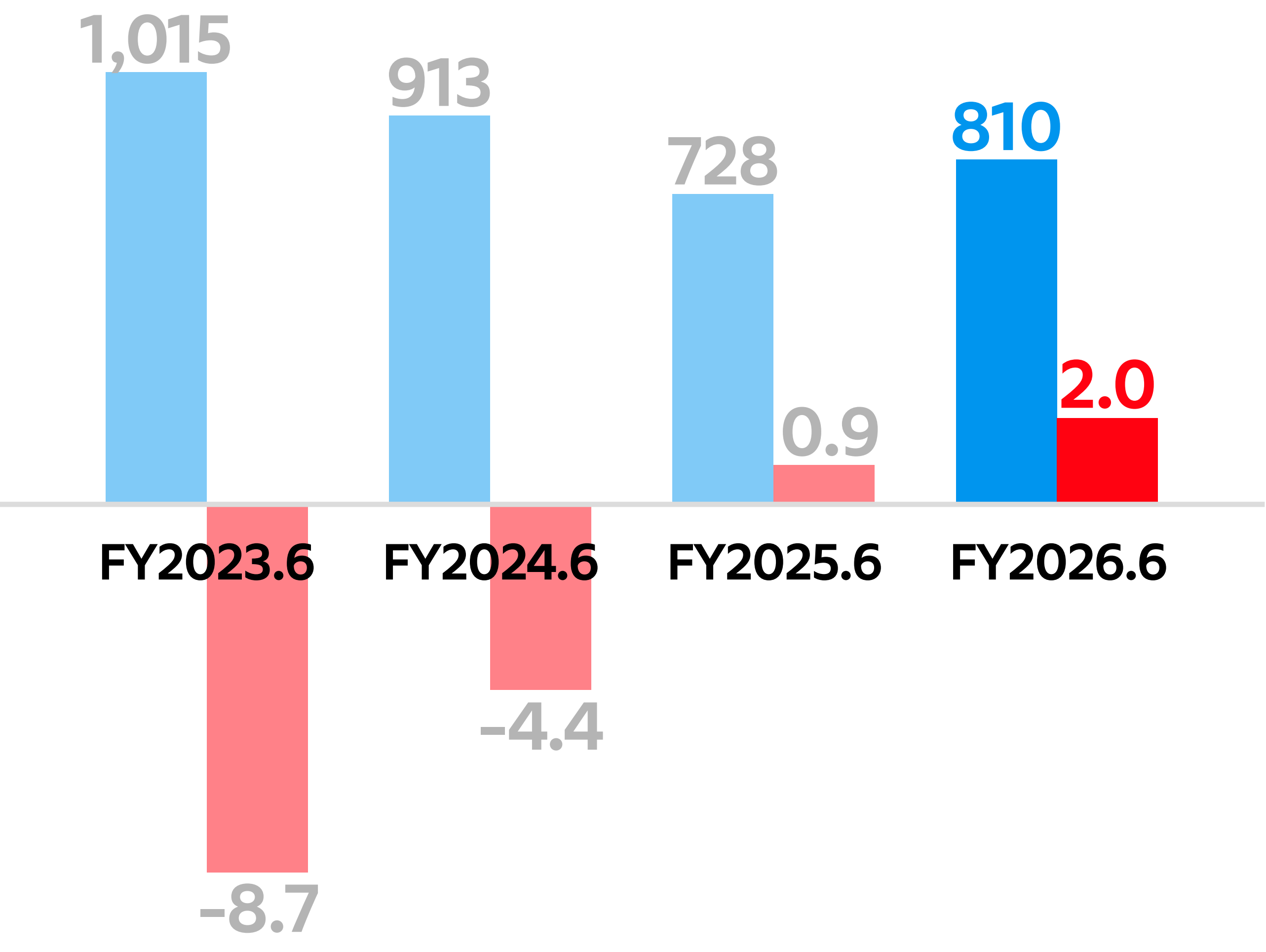
Credit Balance/Core Operating Profit



●Credit Balance:Billion JPY
●Core Operating Profit:Billion JPY

US

GMV/Core Operating Profit



●GMV:Million USD ●Core Operating Profit:Billion JPY

TOPICS

- Saw GMV growth of +11% YoY and established the foundation for continuing positive growth while breaking even
- Will aim to activate transactions by enhancing the product’s core experience while finding a winning strategy to achieve strong growth in the mid-to-long term