Financial Results Presentation for the Six Months Ended February 29, 2020
Medium-Term Management Vision

April 14, 2020
Valuence Holdings Inc.
(Securities Code: TSE Mothers 9270)

Valuence

Financial Results for the Six Months Ended February 29, 2020

1. Corporate Profile
2. Financial Results
3. Topics

Medium-Term Management Vision

1. Launch of New Corporate Structure
2. Five-Year Vision for the Valuence Group
3. Initiatives to Accomplish Our Vision

Appendix

Valuence

Corporate Profile

Financial Results for the Six Months Ended February 29, 2020



Company Overview

Valuence

A reuse and technology company that reinvents lifestyles through the integration of the digital and physical worlds

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Corporate Profile

Company Name	Valuence Holdings Inc.
Representative	Shinsuke Sakimoto
Head Office	1 Konan, Minato-ku, Tokyo
Founded	December 2011
Capital	¥1,103 million (as of February 2020)
Employees	474(as of February 2020) *Consolidated, full-time only
Segments	Luxury brand items, antiques, art, and other reuse businesses
Subsidiaries (as of February 2020)	Valuence Japan Inc. Valuence Art & Antiques Inc. Valuence Technologies Inc. Valuence Real Estate Inc. Valuence International Limited Valuence International USA Limited

Group Businesses and Brands

Purchasing

なんぼや BRAND REUSE NANBOYA

BRAND CONCIER

古美術 八光堂

Auctions (toB)

STAR BUYERS AUCTION

THE EIGHT AUCTION

Retail (toC)

ALLU

Apps

Miney

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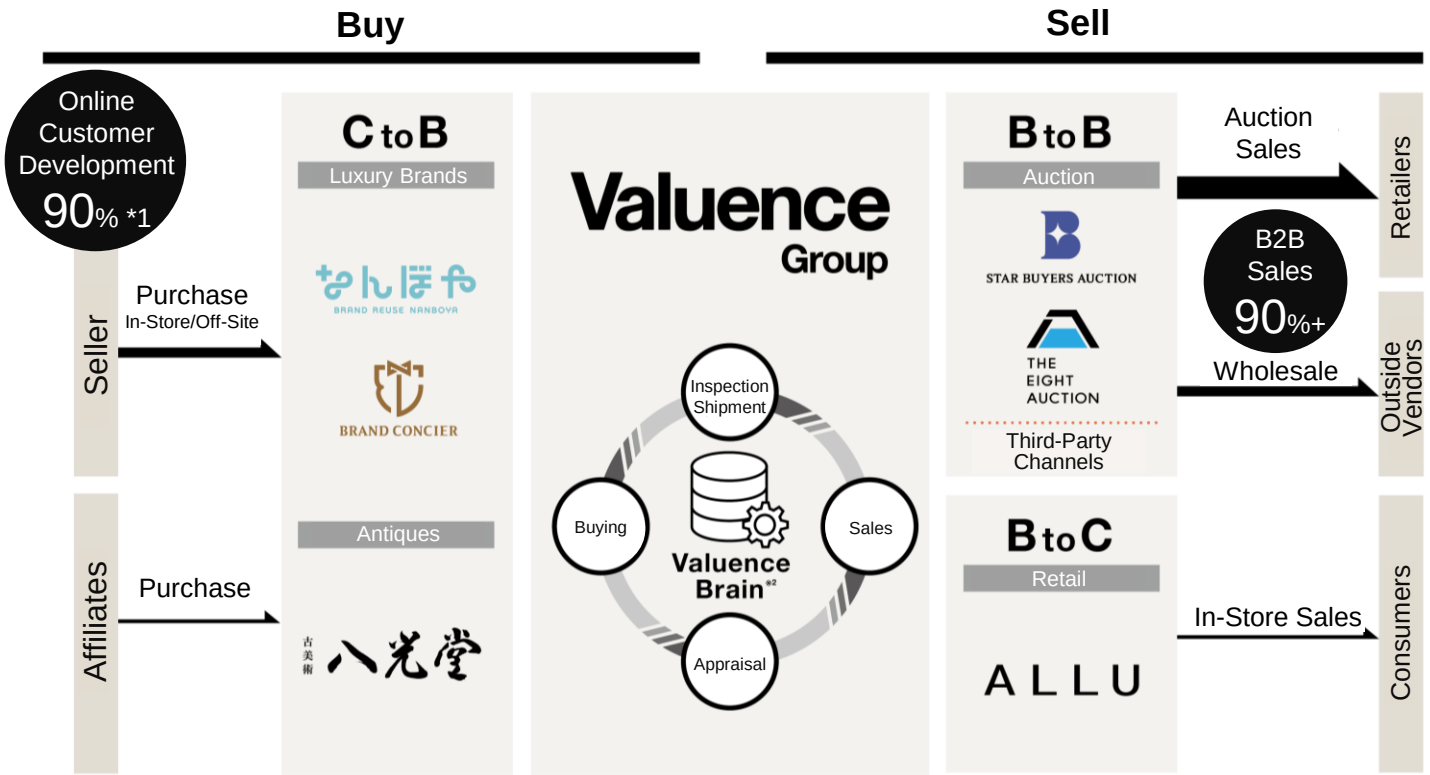
Business Model



*1 Based on questionnaire results

*2 Valuence Brain: Valuence in-house system/database

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Financial Results

Financial Results for the Six Months Ended February 29, 2020



Key Points for the Six Months Ended February 29, 2020

Although net sales were higher year on year, profits were down significantly due to lower gross profit margin

Net Sales

- We promoted sales through inventory wholesale to compensate for a decrease in auction sales due to the direct impact of typhoons during Q1
  In response, we prioritized measures during Q2 to ensure gross profit ratios through sales according to appropriate sales channels and timing
- Scrap gold buying and increased sales contributed to net sales +7.1% year on year

Profits

- Gross profit margin fell, despite the contribution of increased gold bullion buying and sales
- In addition to increased rent and personnel expense, expenses related to restricted stock remuneration (executed in the prior year) posted during the current consolidated fiscal year resulted in higher SGA and operating profit -40.5% year on year

Purchases

- Despite increased scrap gold buying, buying growth slowed due to the negative impact of the increase in consumption taxes on upgrades/replacements (delay in buying new items)
- Although we see signs of a recovery, the impact of the spread of COVID-19 and related voluntary limits on non-essential travel may continue through Q3 and later

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Financial Results for the Six Months Ended February 29, 2020

(Millions of yen)

	Six Months Ended Feb 2019	Six Months Ended Feb 2020	Change	Fiscal Year Ending Aug Initial Plan	Progress
Net sales	18,956	**20,308**	+7.1%	43,700	46.5%
Gross profit	4,817	**4,930**	+2.3%	11,450	43.1%
Gross profit margin	25.4%	**24.3%**	-1.1pts	26.2%	-
SG&A	3,665	**4,245**	+15.8%	8,800	48.2%
Operating profit	1,152	**685**	-40.5%	2,650	25.9%
Ordinary profit	1,149	**638**	-44.4%	2,600	24.6%
Ordinary profit ratio	6.1%	**3.1%**	-3.0pts	5.9%	-
Profit attributable to owners of parent	770	**366**	-52.4%	1,650	22.2%

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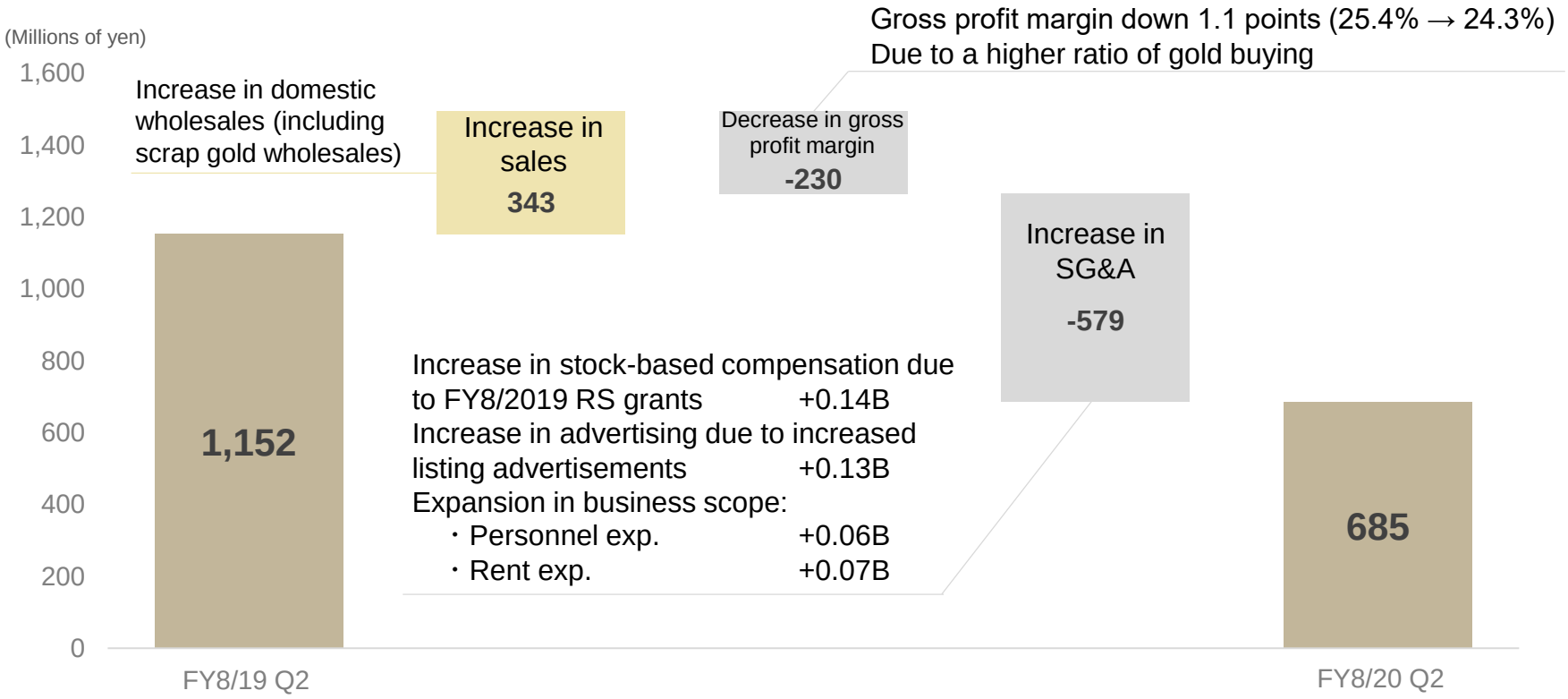
Operating Profit Change



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Balance Sheet

(Millions of yen)

	FY8/2019	FY8/20 Q2	Difference
Current assets	9,874	**10,944**	+1,070
Cash and deposits	4,103	**4,966**	+862
Merchandise	4,865	**5,160**	+294
Other	904	**818**	-86
PPE	4,237	**4,116**	-120
Total assets	14,111	**15,061**	+949
Liabilities	7,416	**8,285**	+869
Interest-bearing debt	5,435	**6,577**	+1,141
Other	1,981	**1,708**	-272
Net assets	6,695	**6,775**	+80
Total liabilities and net assets	14,111	**15,061**	+949

To prepare for increased buying associated with the opening of more locations

Accumulation of inventory due to postponement of Hong Kong auctions and other factors

Decrease in goodwill and guarantee deposits, offset in part by an increase in buildings and structures (net) due to the addition of new buying offices

Increase in short-term loans payable to increase purchases and otherwise expand business

Increase in capital surplus, offset in part by increase in capital stock due to the exercise of stock options and a decrease in retained earnings

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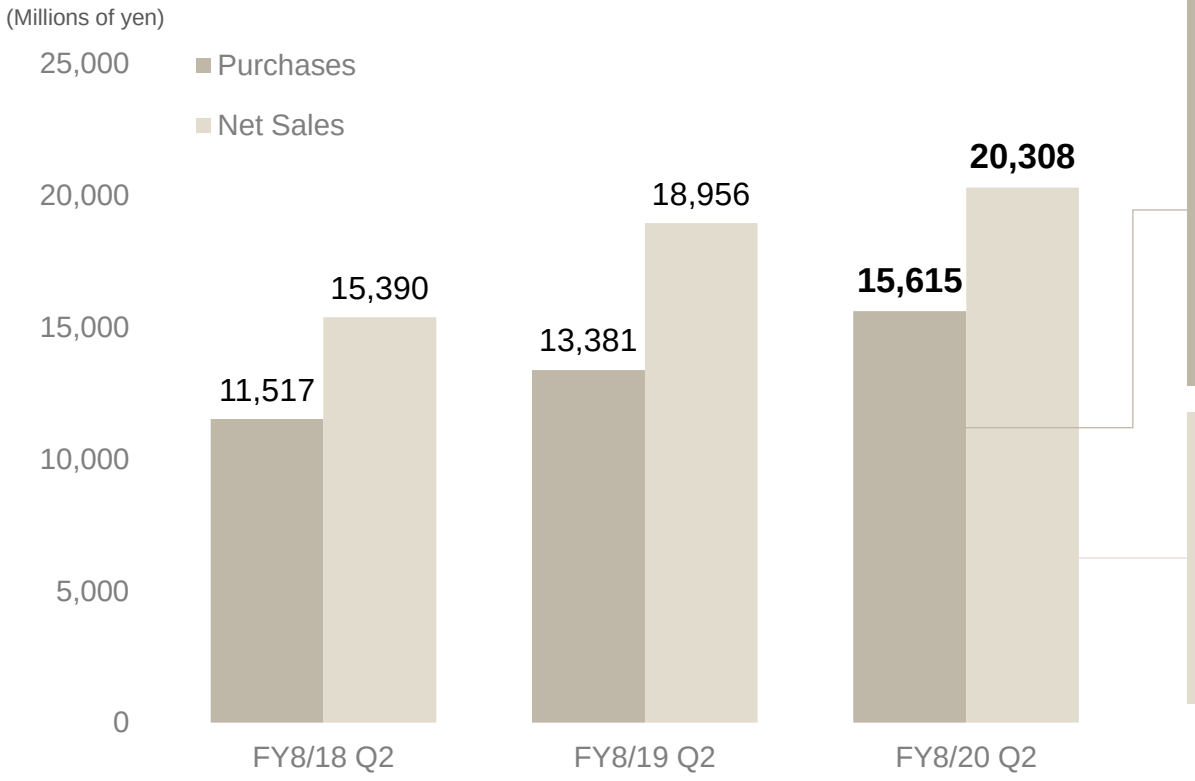
Purchases and Net Sales



Purchases

- Purchases increased 16.7% year on year, mainly due to the opening of new buying offices and scrap gold buying (driven by rising gold market prices)
- Slow growth owing in part to a decrease in upgrade/replacement purchases due to the consumption tax increase, typhoons, and the negative impact of COVID-19

Net Sales

- Growth limited to +7.1% year on year, mainly due to fewer auctions in Hong Kong compared to the same period in the prior fiscal year and other factors

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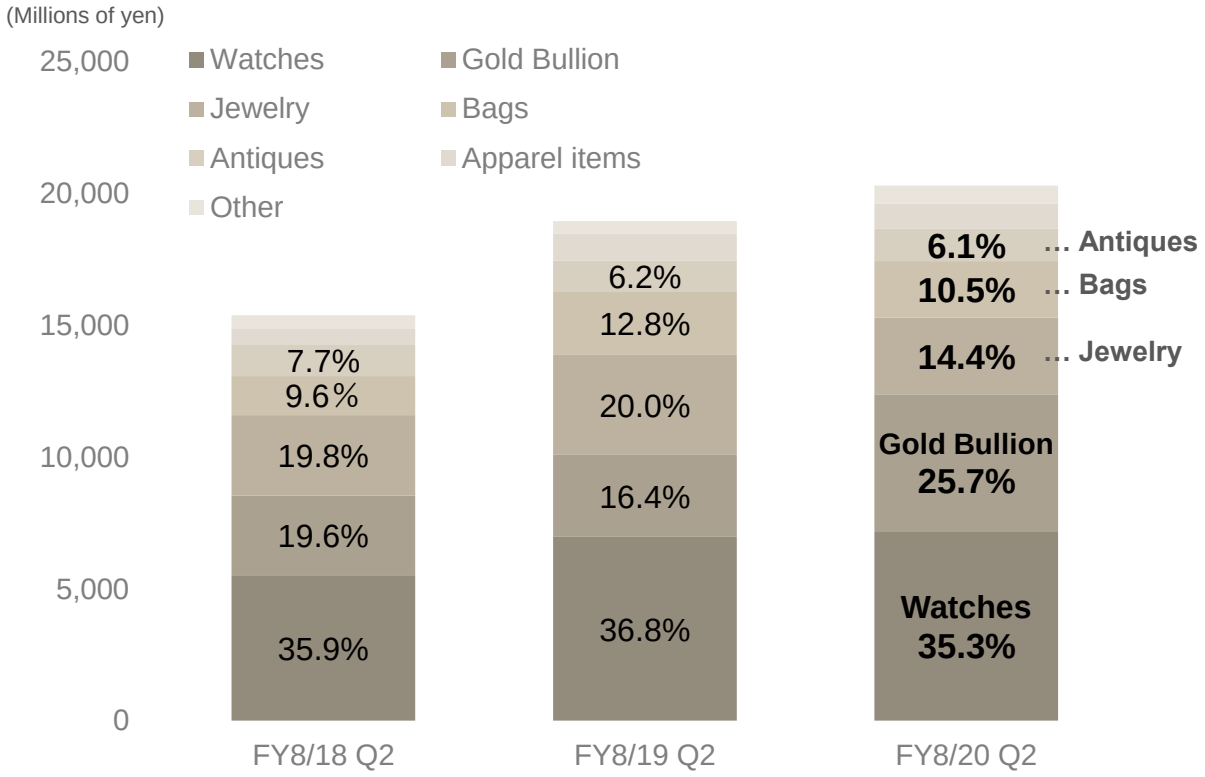
Net Sales by Category



Net Sales by Category

- Rising scrap gold market prices resulted in gold bullion sales up 1.7 times year on year and a 9.3% increase in gold sales composition
- Fewer diamond auctions in Hong Kong compared to other years resulted in lower jewelry sales composition

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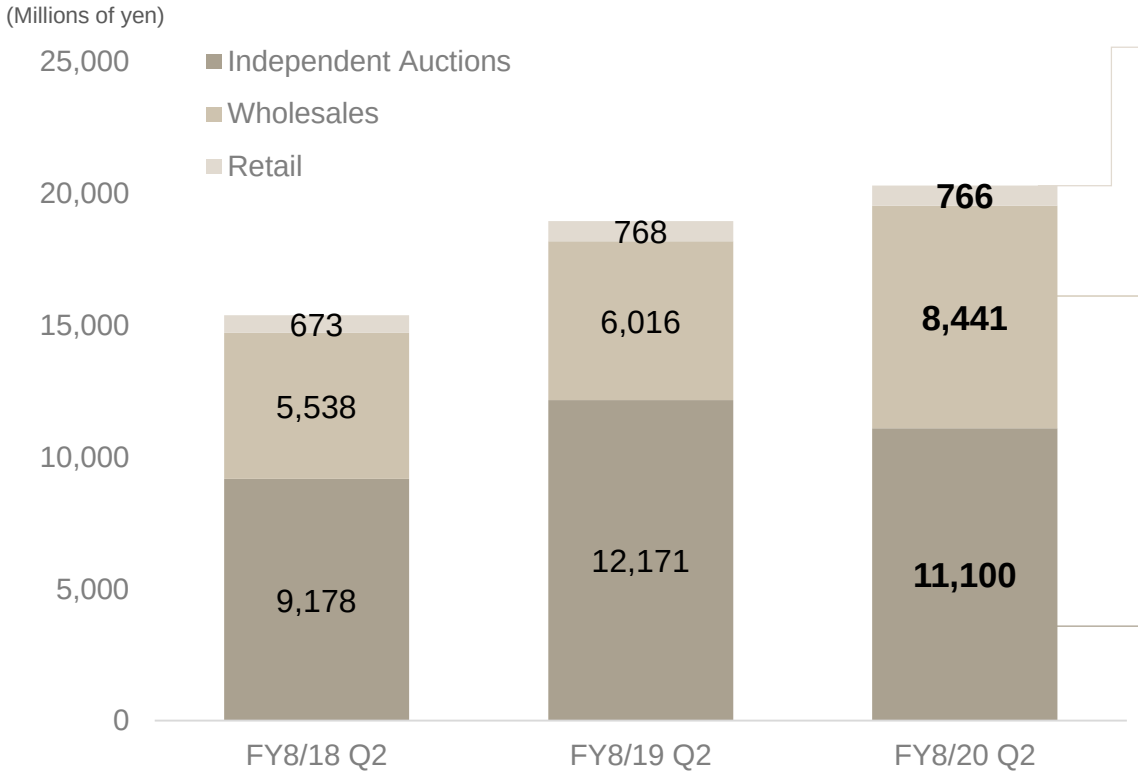
Net Sales by Channel (to B, to C)



Retail

A 0.3% decrease year on year, mainly due to the impact of the consumption tax rate increase

Wholesales

Increase of 40.3% year on year due to increase in scrap gold transactions and sales promotions for inventory implemented in Q1, FY8/2020

Independent Auctions

Decrease of 8.8% due to decreased frequency and scope of Hong Kong auctions, as well as fewer items on auction (December/Q2) due to sales promotions of inventory allocated to wholesale in Q1, FY8/2020

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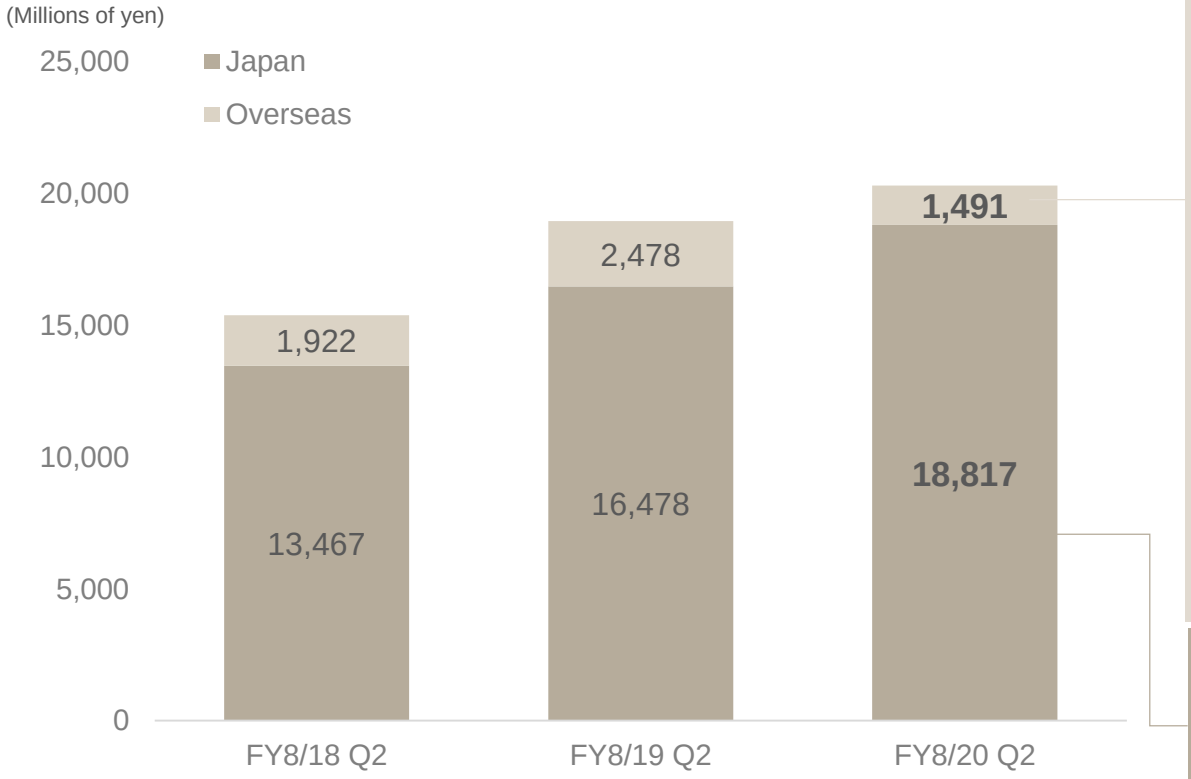
Net Sales by Channel (Japan, Overseas)



Overseas

Decrease of 39.8% year on year due to Hong Kong watch auctions in Q2, FY8/2019 being larger in scope than jewelry auctions in Q2, FY8/2020, as well as a delay in scheduled auctions

Q2, FY8/2019
Diamond Auctions: 3
(September, November 2018; February 2019)
Watch Auctions: 2
(November 2018; February 2019)

Q2, FY8/2020
Diamond Auctions: 2
(September, November 2019)
Watch Auctions: 2
(September, November 2019)
*Postponed February events due to Hong Kong demonstrations and COVID-19

Japan

Increase of 14.2%, driven by increased gold bullion transactions

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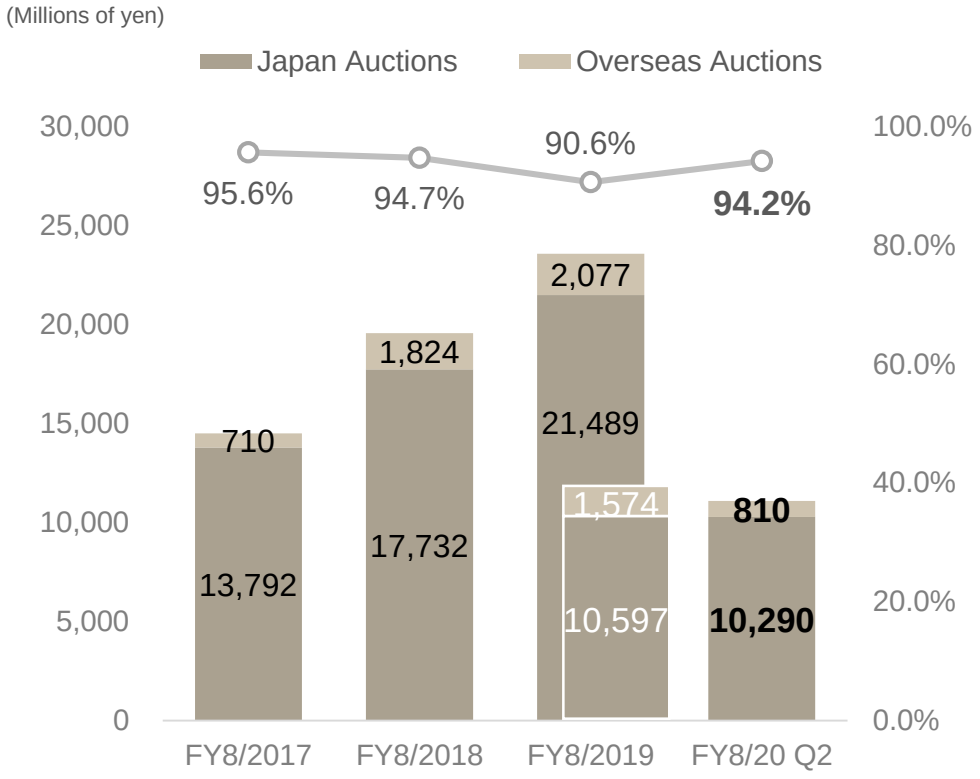
Auctions



Overseas Auctions

Decrease of 2.9% due to delay in schedule and differences in scope of categories

Q2, FY8/2019

Diamond Auctions: 3

(September, November 2018; February 2019)

Watch Auctions: 2

(November 2018; February 2019)

Q2, FY8/2020

Diamond Auctions: 2

(September, November 2019)

Jewelry Auctions: 2

(September, November 2019)

*Postponed February events due to Hong Kong demonstrations and COVID-19

Japan Auctions

Minor decrease year on year due to wholesale sales promotions in Q1, FY8/2020 (November) and resulting decrease in auction items during Q2 (December)

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Financial Results Forecast for FY8/2020

☐ Performance Through Q2, FY8/2020 and Expectations for Q3 and Later

Q1: Sept. –Nov.

- Increase in scrap gold buying/sales stemming from rising gold market prices
- Slow buying growth due to consumption tax increase and typhoons

Increased wholesales to dealers from other than independent auctions to secure progress toward fiscal year performance forecasts

Q2: Dec. – Feb.

- Prioritized sales based on optimal channels and timing to secure profit ratios
- Postponed Hong Kong auctions

Beginning of slow growth in buying due to COVID-19

Q3: Mar. and Later

Due to steps to prevent the spread of COVID-19:

- Decrease in customers and buying
- Further postponements in Hong Kong auctions
- Suspension of antique and art object auctions

Future remains unclear, despite April shift to online-only format for domestic luxury brand item auctions, our main sales channel

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Financial Results Forecast for FY8/2020

☐ Financial Results Forecast for FY8/2020 to be Determined

- At present, it is difficult to accurately assess the impact of events on financial results
- We have withdrawn our announcement of October 15, 2019, changing the status of our results forecast to “to be determined”
- We will disclose our forecasts promptly as soon as rational calculations for financial results projections can be made

(Millions of yen)

	FY8/2019 actual	**FY8/2020 Initial Plan**	**Revised Forecast**
Net sales	37,799	**43,700**	–
Gross profit	9,633	**11,450**	–
Gross profit margin	25.5%	**26.2%**	–
SG&A	7,393	**8,800**	–
Operating profit	2,240	**2,650**	–
Ordinary profit	2,262	**2,600**	–
Ordinary profit ratio	6.0%	**5.9%**	–
Profit attributable to owners of parent	1,458	**1,650**	–

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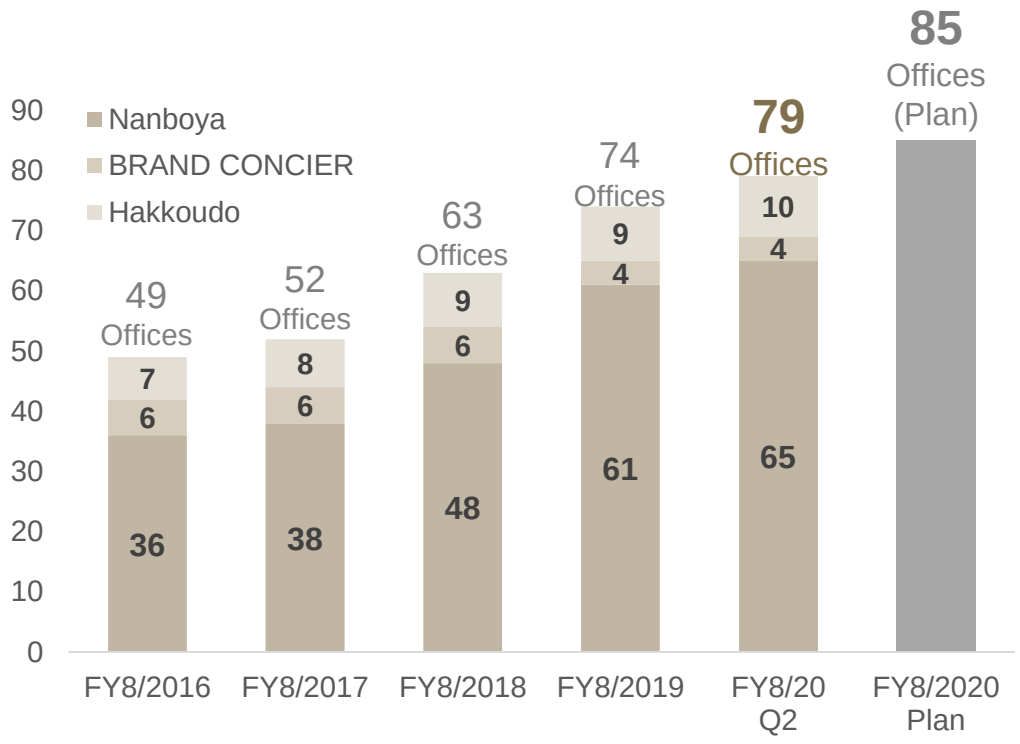
Topics

Financial Results for the Six Months Ended February 29, 2020



Buying/Selling

Buying Offices in Japan



☐ New Buying Offices Through Q2, FY8/2020

Nanboya: 7 Offices

BRAND CONCIER: 1 Office

Hakkoudo: 1 Office

▶ Expand to 79 offices

*Closed 3 Nanboya offices and 1 BRAND CONCIER office with the conclusion of lease agreements

*Does not include Hong Kong locations

☐ Location Plans for Q3 and Later

Nanboya Koriyama Usui, Nanboya Uehonmachi YUFURA, etc.

▶ Plans to expand to 85 offices proceeding on schedule for now

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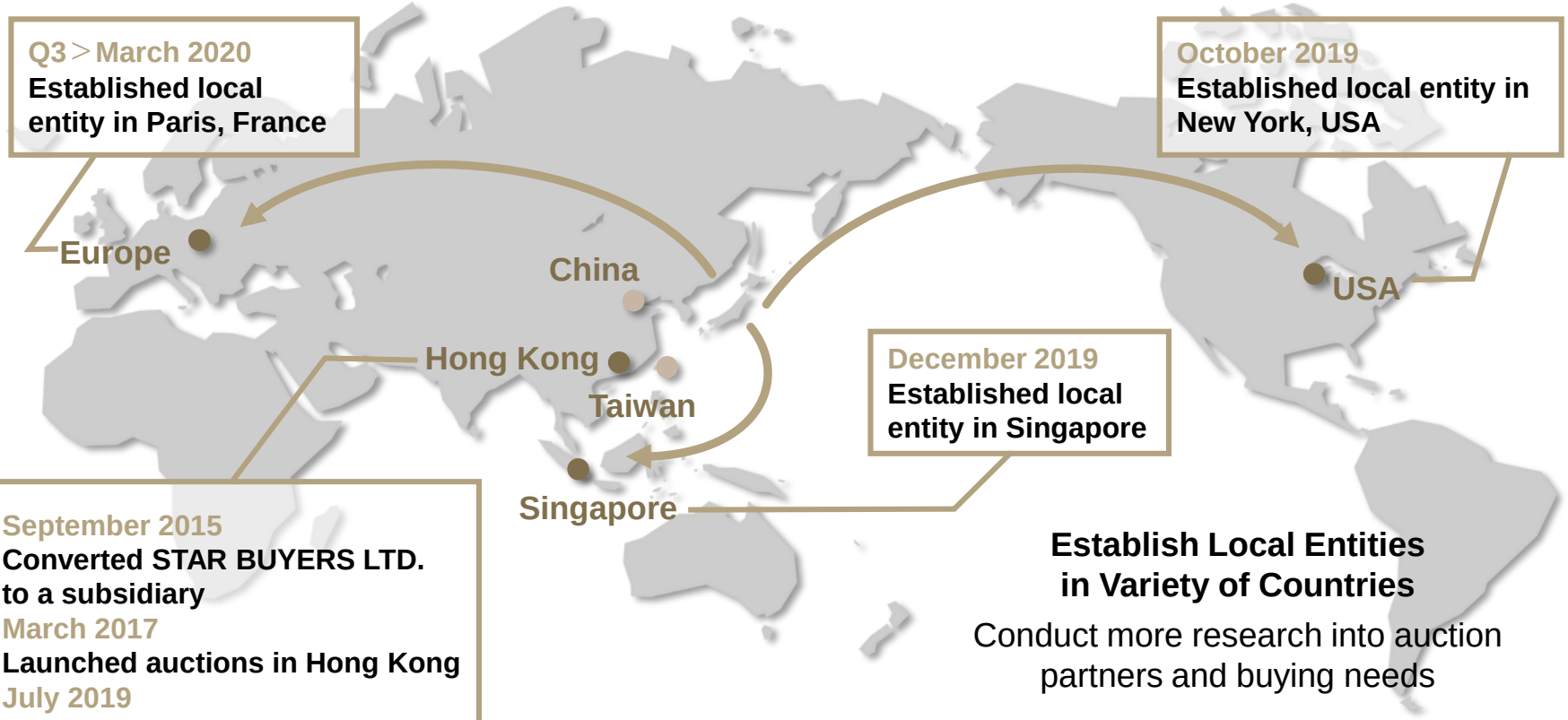
Overseas

Strengthen Overseas Expansion



Establish Local Entities in Variety of Countries

Conduct more research into auction partners and buying needs

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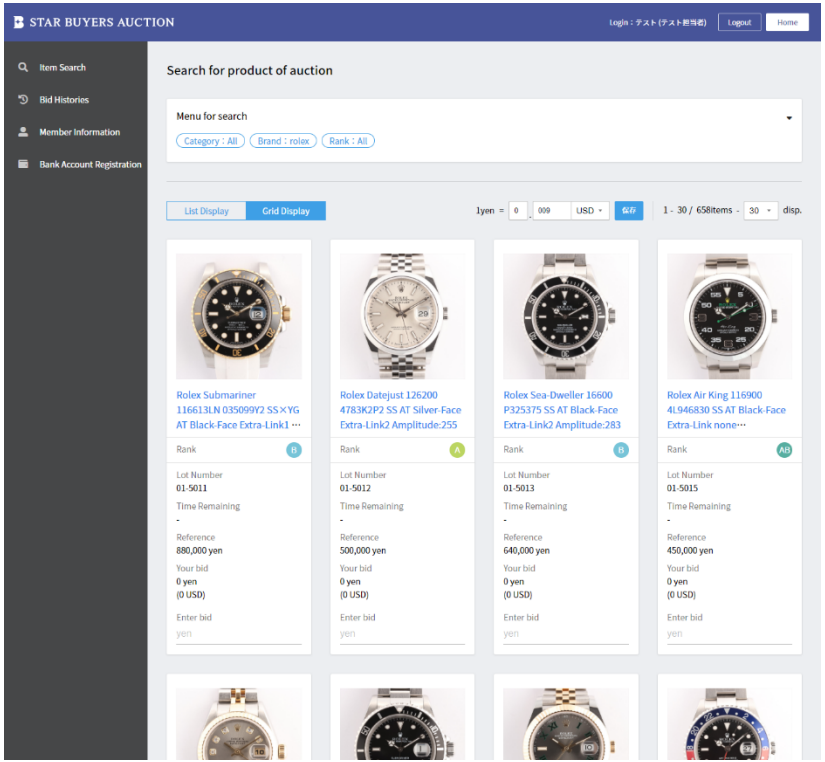
Progress in Shift to Online Business, Online Platform

☐ Progressing on schedule (progress ahead of schedule on some projects)

- Launched online bidding website (watches and bags) for overseas partners specifically in November 2019
- Q3>Implemented shift to online-only auctions for Japanese partners in April 2020 (significant shortening of transition period from live to online *Initial schedule for August transition)
- Q3>Begin accepting articles on consignment from other vendors in Japan ahead of schedule

☐ Increase in overseas partners

- Registered partners: 70 entities
  Active partners: 35 entities



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Other Sales

Hong Kong Auctions/Retail Sales

STAR BUYERS AUCTION Hong Kong Auctions

- Launched full operations for jewelry auctions (September 2019 ~)
- Launch of consignment sales for diamond auctions (September 2019 ~)
- Auction Status
  - Diamond Auctions: Two (September, November 2019)
  - Jewelry Auctions: Two (September, November 2019)
  - Q2, FY8/2020 auctions postponed

▶ Next auctions scheduled for Q4 FY8/2020 or later due to the impact of the spread of COVID-19

Strengthen ALLU Sales

- E-Commerce: List merchandise on other platforms
  - DOKODEMO (December 2019 ~)
  - Vestiaire Collective (December 2019 ~)
- E-Commerce: Launch cross-border sales
  - Sales available to 125 countries after the adoption of WorldShoppingBIZ Checkout from zigzag, Inc.
- Locations: ALLU Ginza floor expansion
  - Increased capacity for luxury brand apparel sales

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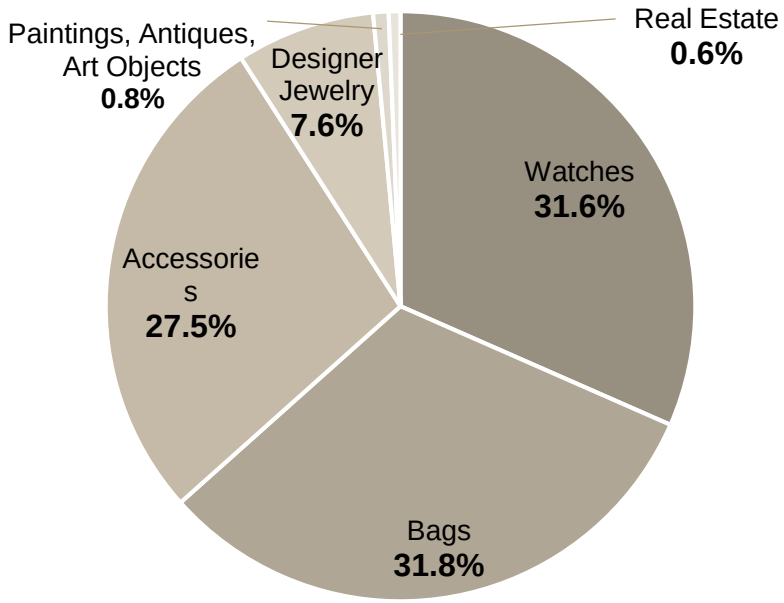
Asset Management App *Miney*

Expanded Services

- Added paintings, antiques, and art object categories (October 2019 ~)
  - Important reference data for inheritance, estate liquidation, and life planning to prevent disposal of items without knowing their true value
- Added real estate category (October 2019 ~)
  - Property owners can confirm the current value of their land, houses, or condominiums anywhere in Japan with a simple address
- Release (β version) of AI appraisal function
  - Incorporate AI into watch appraisal (Rolex) function
  - Simply take photo of item with smartphone to add item information automatically and provide appraisal result within three seconds

Almost 67,000 Assets Registered



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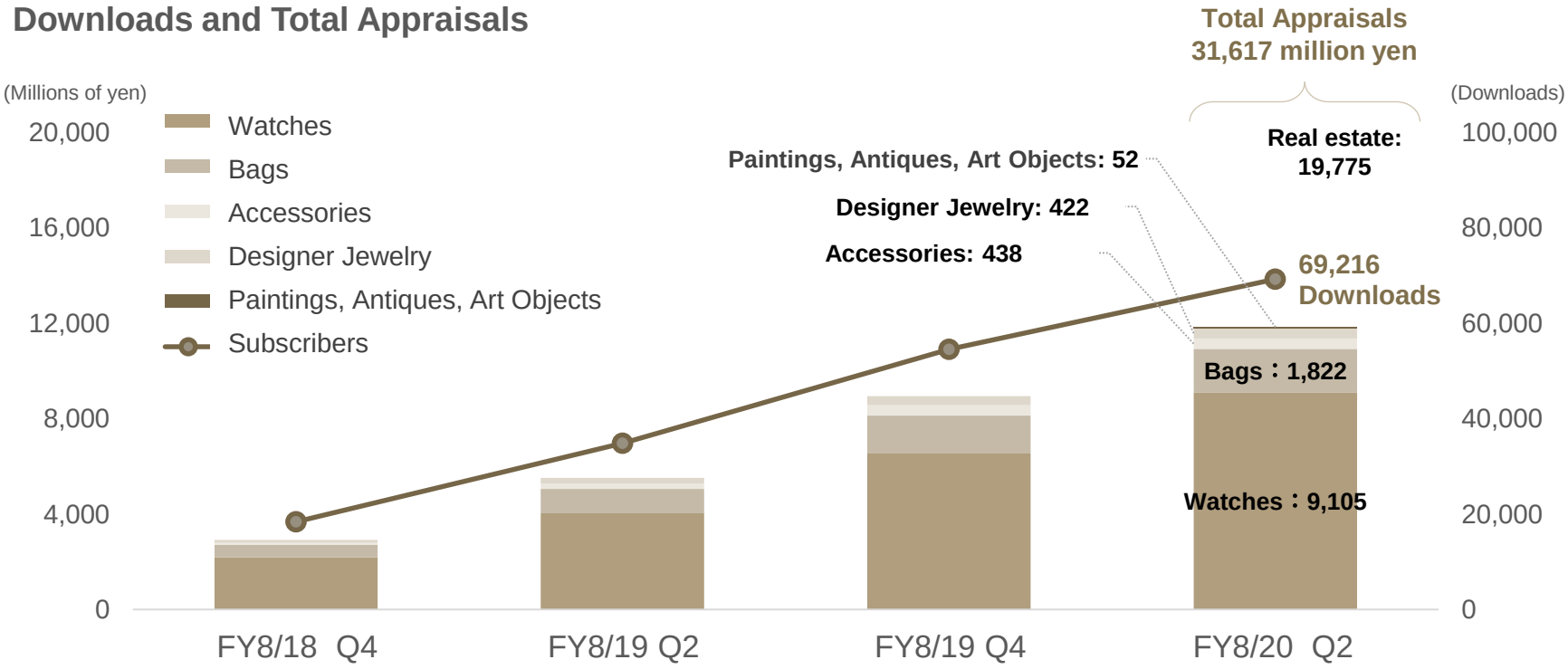
Initiatives to Increase Life-Time Value

Asset Management App *Miney*

Downloads and Total Appraisals



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Other

Stock Split

- **The company conducted a one-for-two stock split effective September 1, 2019.**
- **Objective: To improve liquidity and increase share numbers, looking ahead to change to the first section of the TSE.**

Transition to Company with Audit and Supervisory Committee

- **The company transitioned from a company with Audit & Supervisory Board to a company with Audit and Supervisory Committee on November 22, 2019.**
- **Objective: To raise our level of corporate governance and effectiveness through a stronger oversight structure and supervisory functions for faster decision-making and improved agility among our board of directors.**

Transition to Holding Company Structure

- **The company decided to transition to a holding company structure effective March 1, 2020.**
- **Objective: To ensure greater business efficiency and flexibility in adapting to changes in the market; to generate greater groupwide growth through more clearly defined responsibilities and roles for each company acting independently.**

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Medium-Term Management Vision

1. Launch of New Corporate Structure
2. Medium-Term Management Vision
3. Initiatives to Accomplish Our Vision

Appendix

Valuence

Launch of New Corporate Structure

Medium-Term Management Vision



New Corporate Name/Logo

Valuence

Value × **Intelligence**
Experience

Leverage our expertise gained to offer experiences
of life-changing value through our business activities
to those with whom we interact

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Valuence Group

Valuence Holdings Inc.

Conducts group business management and support, strategic planning, and other functions to maximize corporate value.



Valuence Japan, Inc.

Domestic luxury brand item reuse business

Valuence International Limited

Overseas luxury brand item reuse business, overseas market research and partner development

- Valuence International USA Limited
- Valuence International Singapore Pte. Limited
- Valuence International Europe S.A.S.

Valuence Art & Antiques Inc.

Antiques and art object reuse business

Valuence Technologies Inc.

Applications and systems development

Valuence Real Estate, Inc.

Real estate business *Scheduled to commence operations in June 2020

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Valuence Group’s Corporate Philosophy

Mission

Encouraging people to live true to themselves.

Vision

Providing life-changing value to the world.

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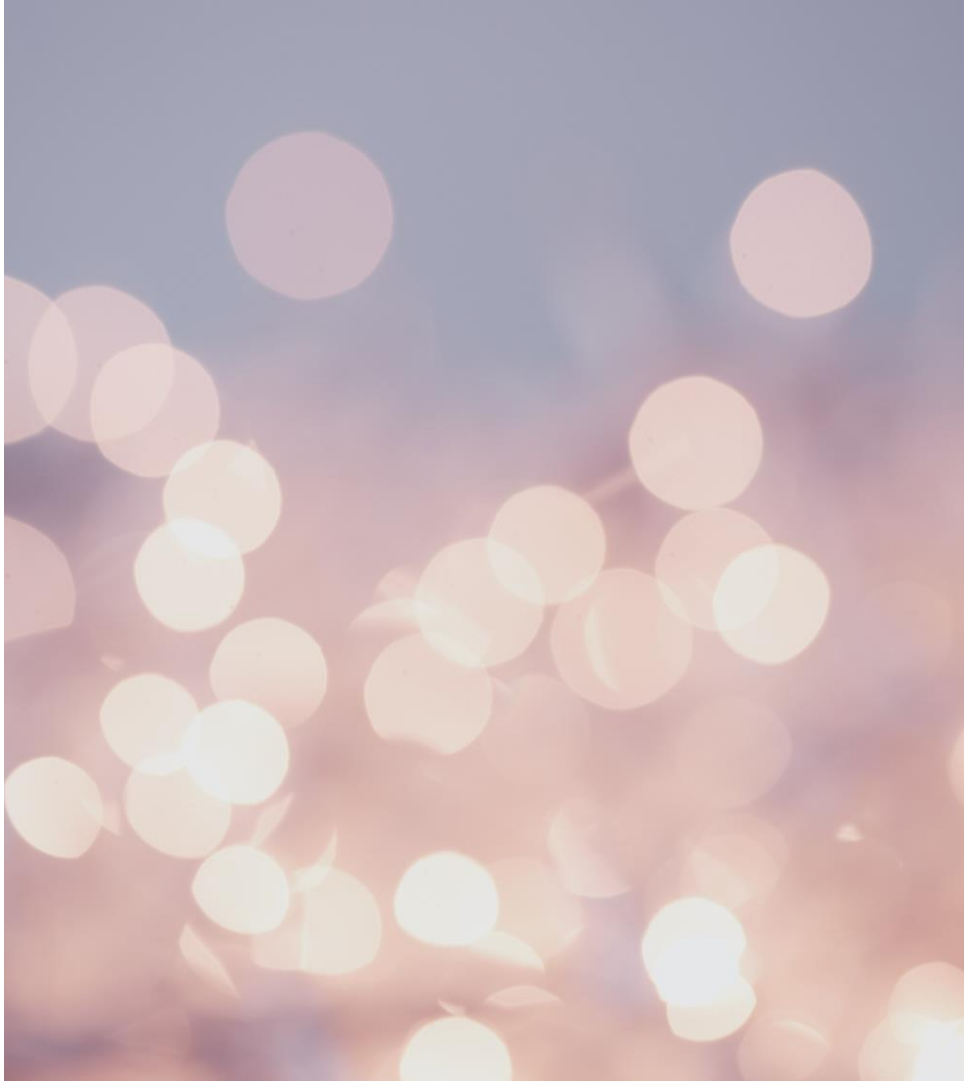
Medium-Term Management Vision VG1000

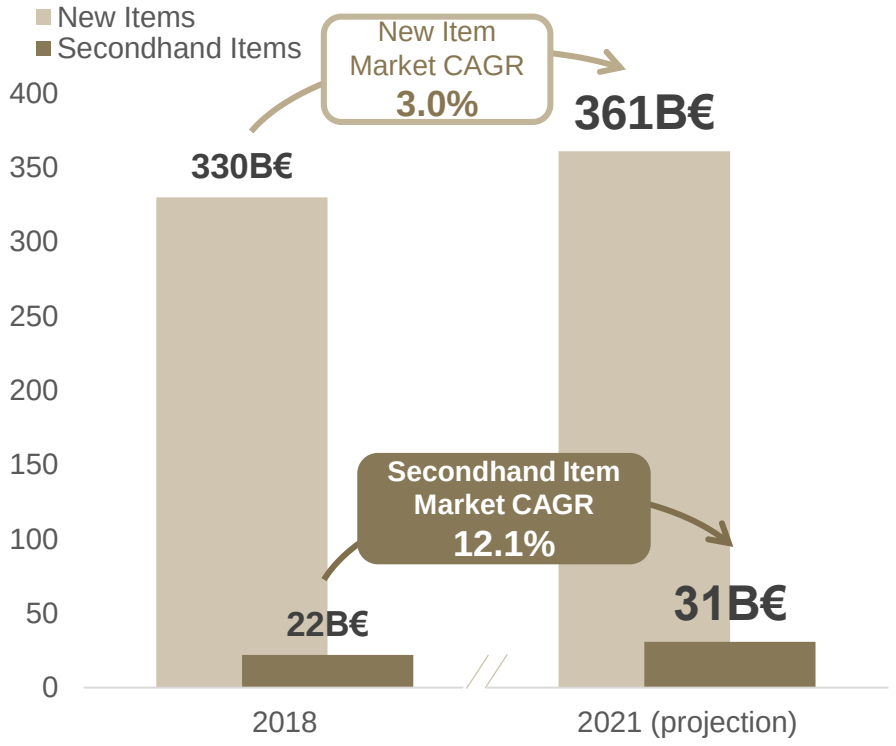
Medium-Term Management Vision



Global Market Trends (1)

New and Secondhand Item Markets

- The market for secondhand luxury items is expected to grow an annual 12.1% through 2021 (3% for the new item market)
- The share of secondhand items with respect to the new item market is expected to rise from 6.7% in 2018 to 8.6% in 2021
- For specific categories and secondhand items, share growth may range from 15% to 20%



* Surveyed Categories
Watches, bags, jewelry, accessories, leather accessories, apparel, shoes
* Graph prepared by Valuence Group based on *2019 True-Luxury Global Consumer Insight*, Boston Consulting Group

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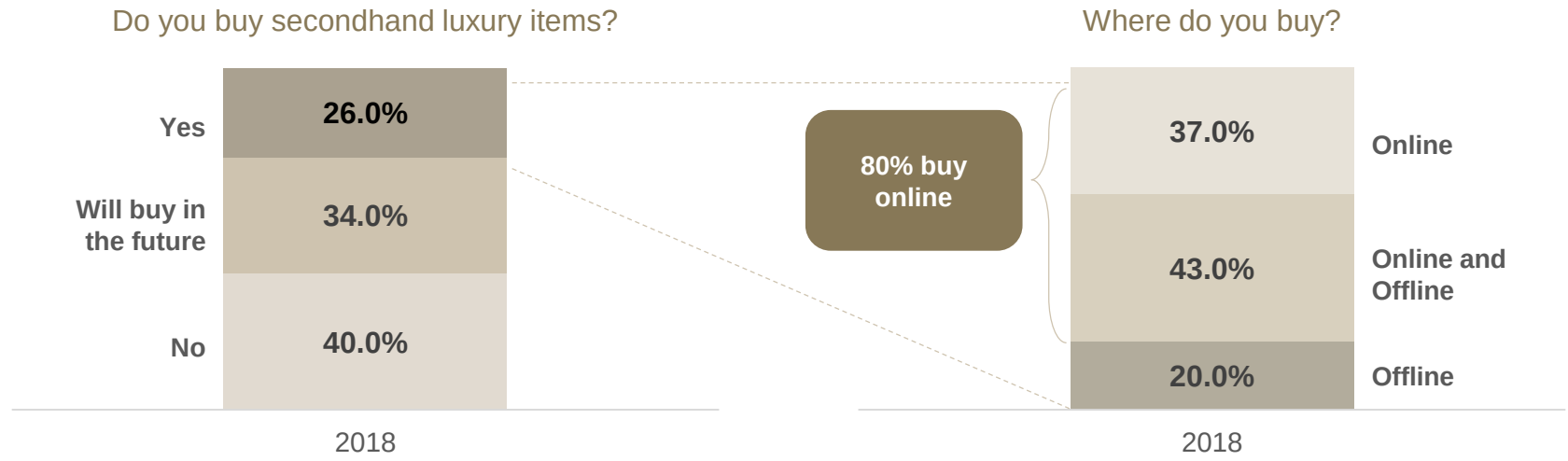
Global Market Trends (2)

E-Commerce Drives Growth

- A full 80% of people who buy secondhand luxury items purchase online



* Surveyed Categories:
  Watches, bags, jewelry, accessories, leather accessories, apparel, shoes
* Prepared by Valuence Group based on *2019 True-Luxury Global Consumer Insight*, Boston Consulting Group

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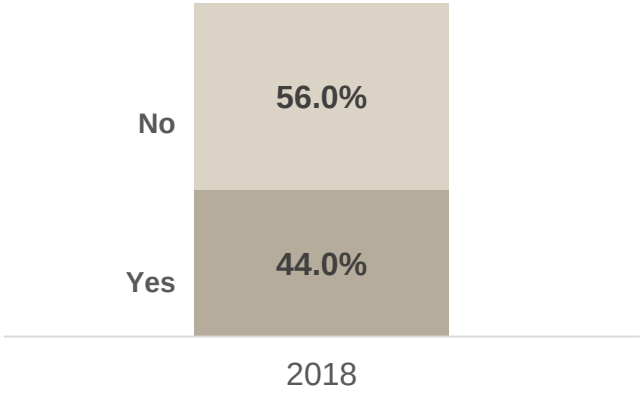
Global Market Trends (3)

An Era of Buying to Sell Later

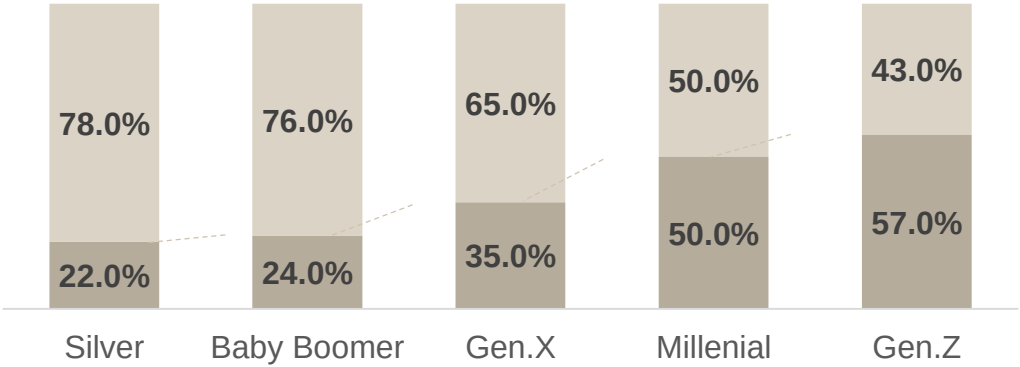
- A total of 44% people who buy luxury brand items consider the resale value

Do you consider resale value when you buy secondhand luxury items?



The younger the consumer segment, the stronger the consideration of resale value

⇒Indicates the potential further growth in the secondhand item market



* Surveyed Categories:
  Watches, bags, jewelry, accessories, leather accessories, apparel, shoes
* Prepared by Valuence Group based on *2019 True-Luxury Global Consumer Insight*, Boston Consulting Group

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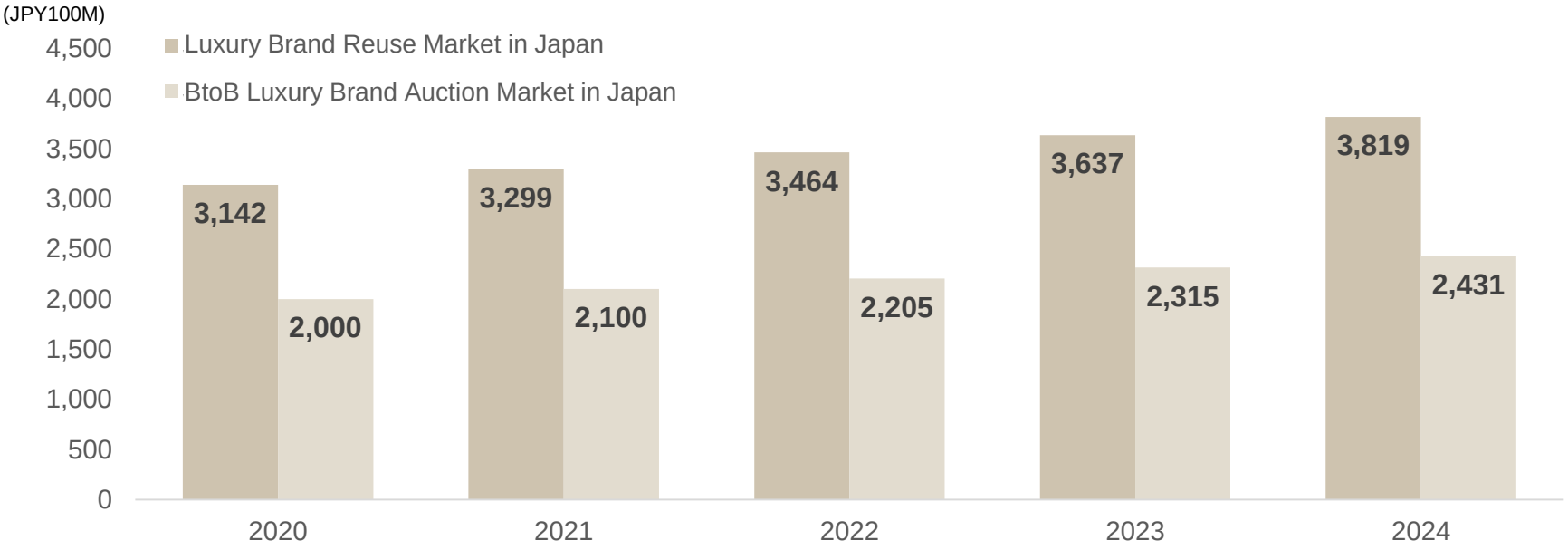
Japanese Market Trends

- The secondhand luxury goods market and BtoB secondhand luxury goods auction market in Japan are expected to see stable growth



* Valuence Group estimates (assuming 5% growth)

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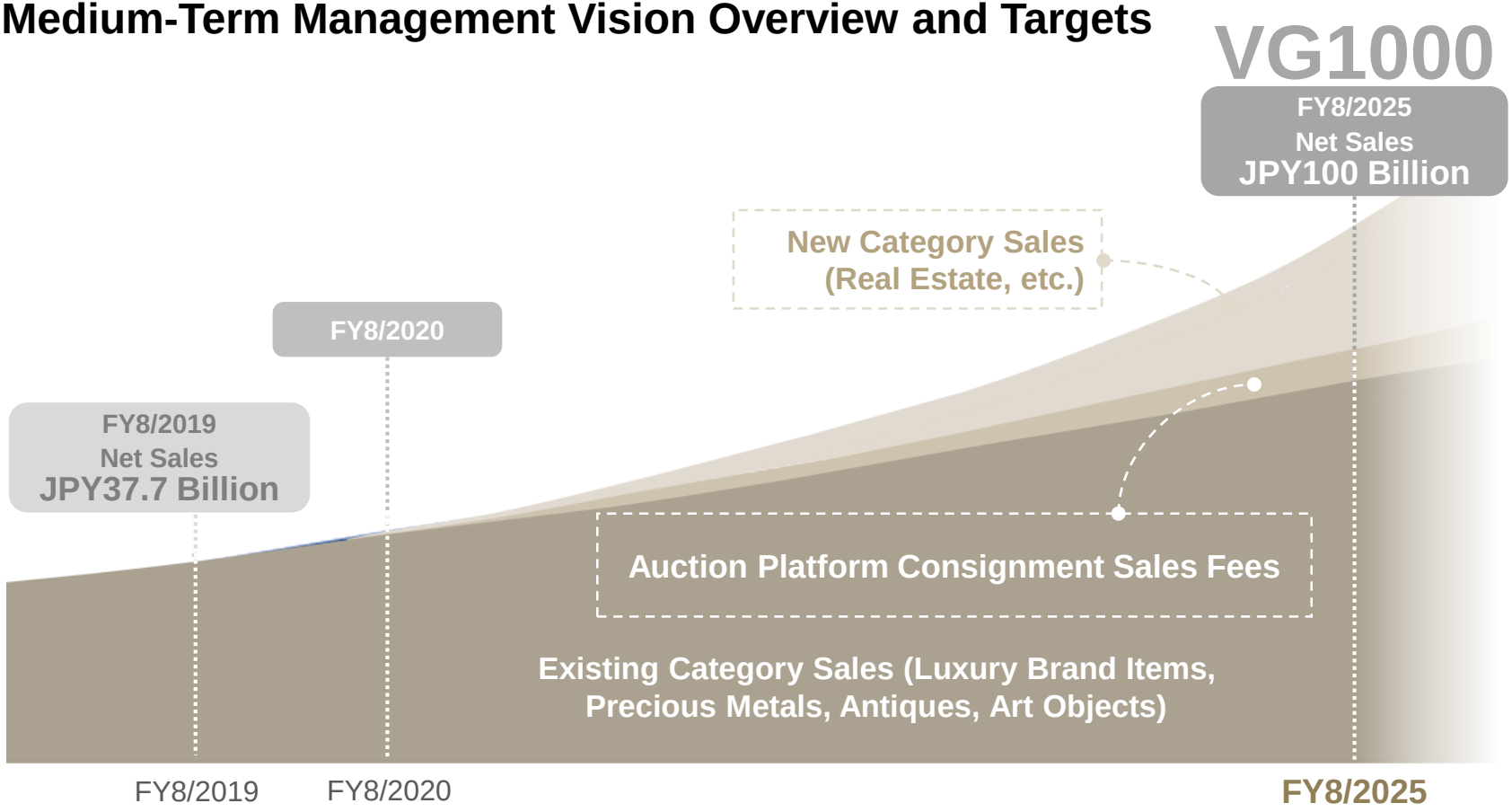
Medium-Term Management Vision Overview and Targets



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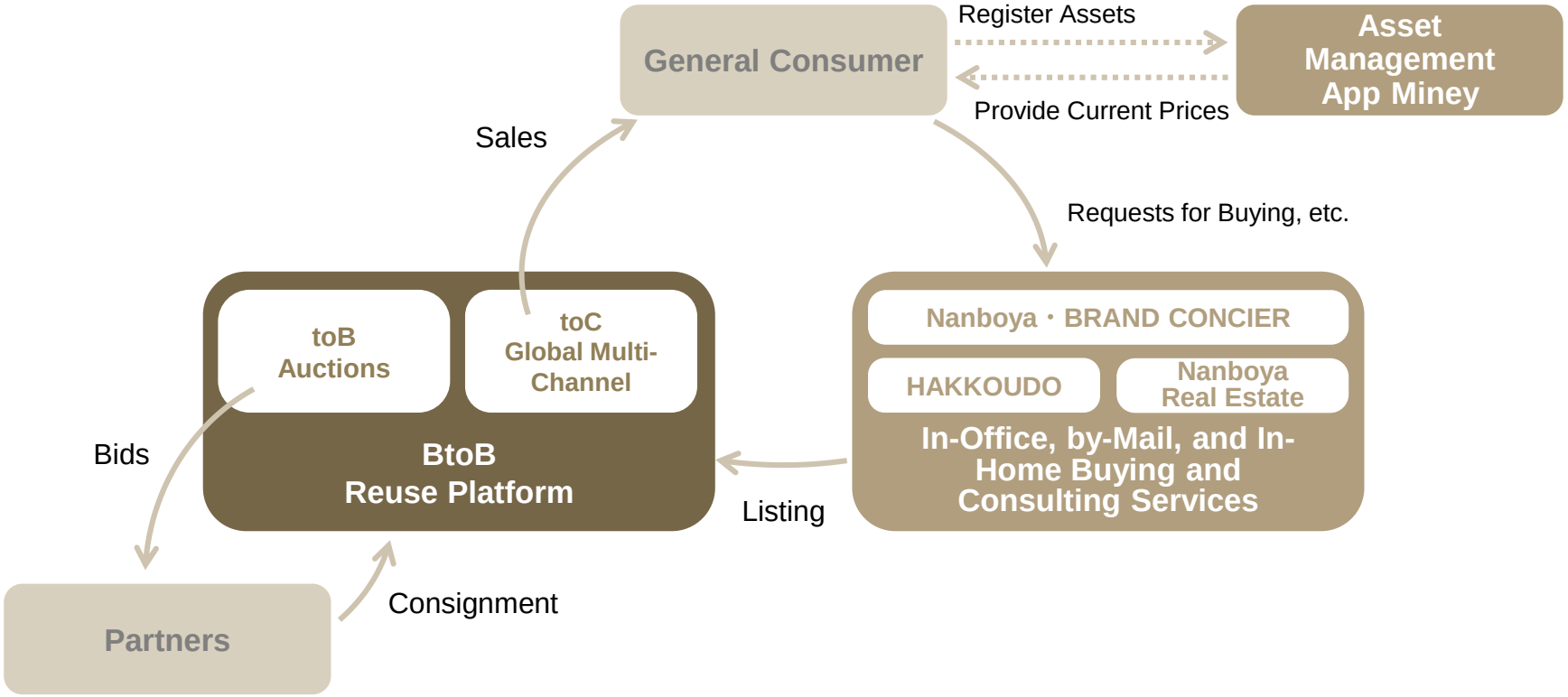
Target Business Model



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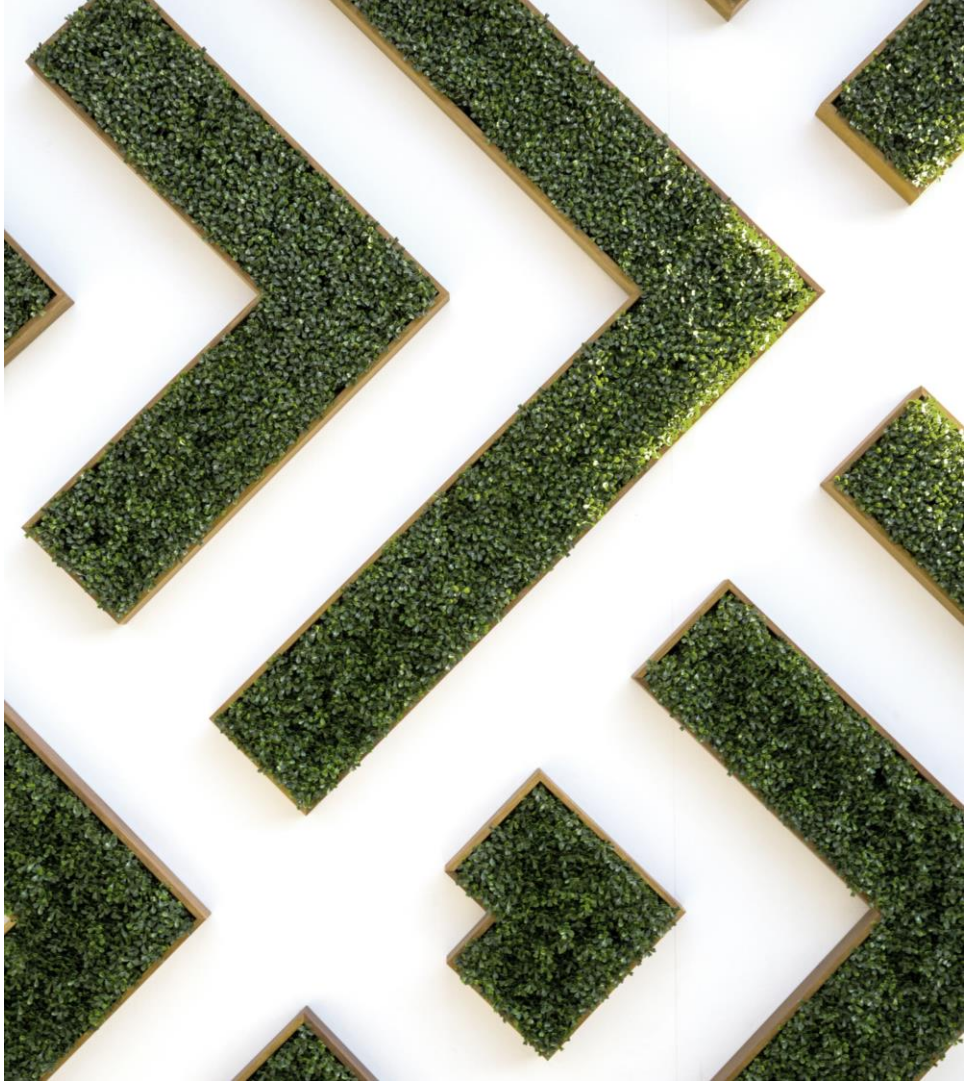
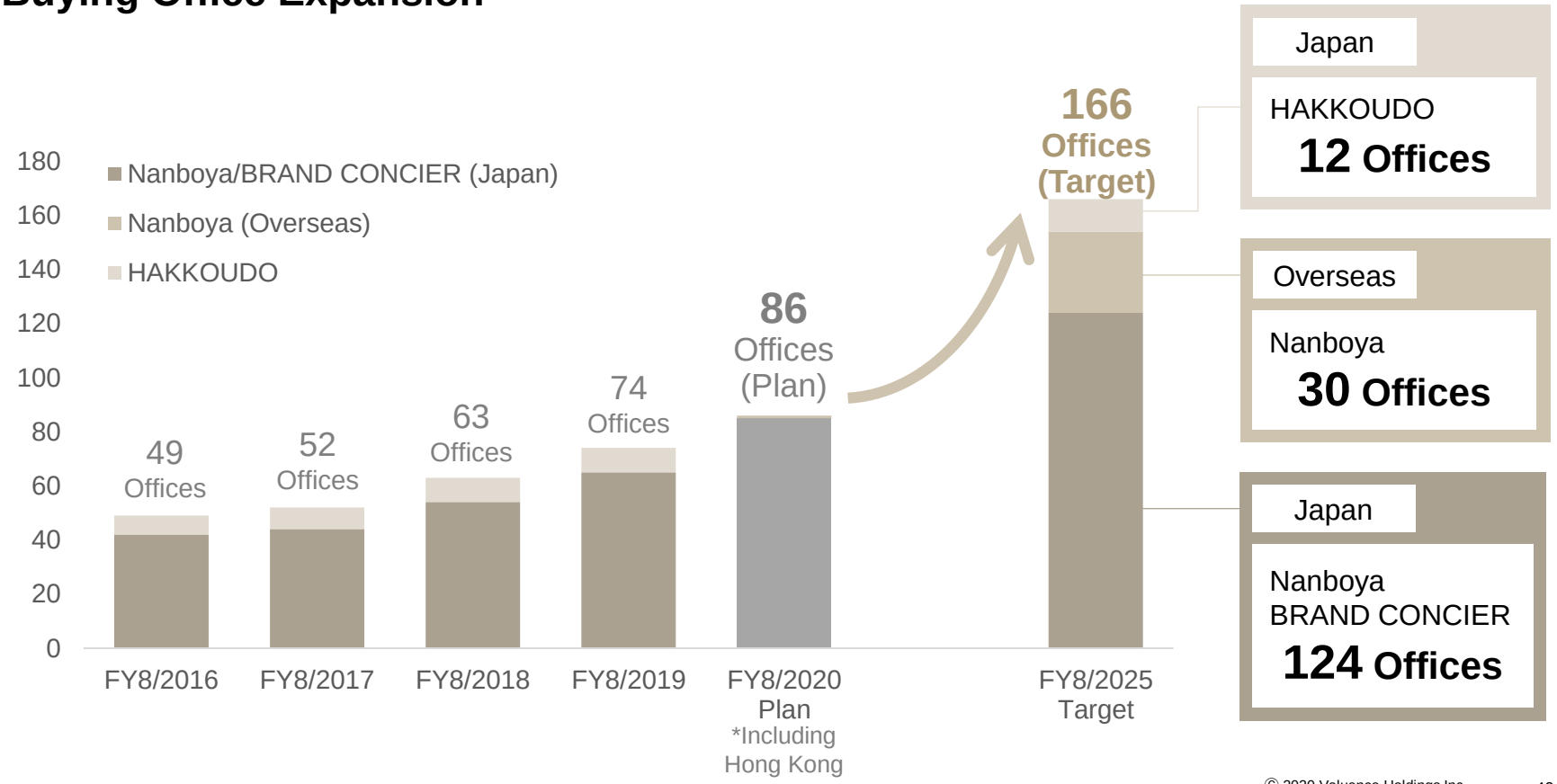
Major Initiatives

Medium-Term Management Vision



Purchasing/Buying

Buying Office Expansion



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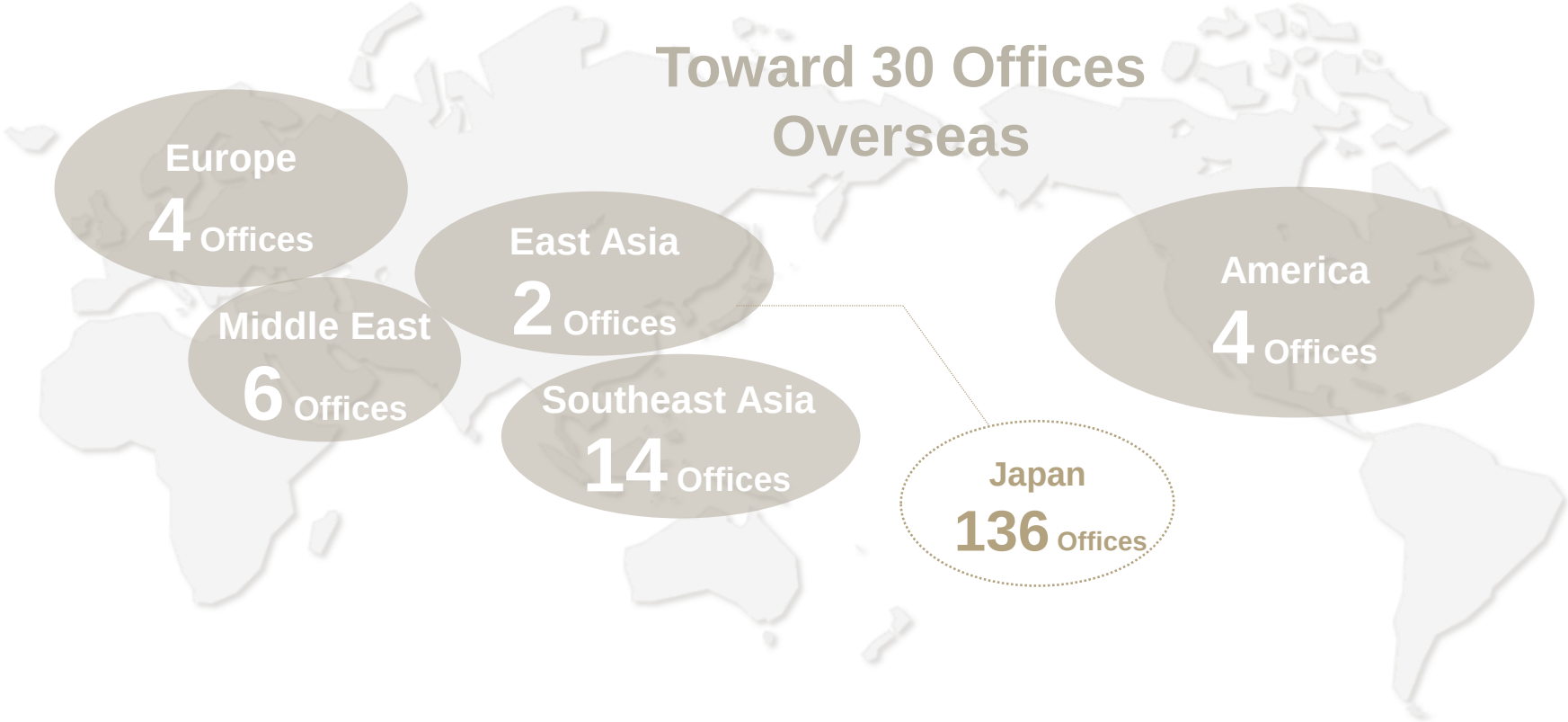
Purchasing/Buying

Expand Buying Offices Overseas



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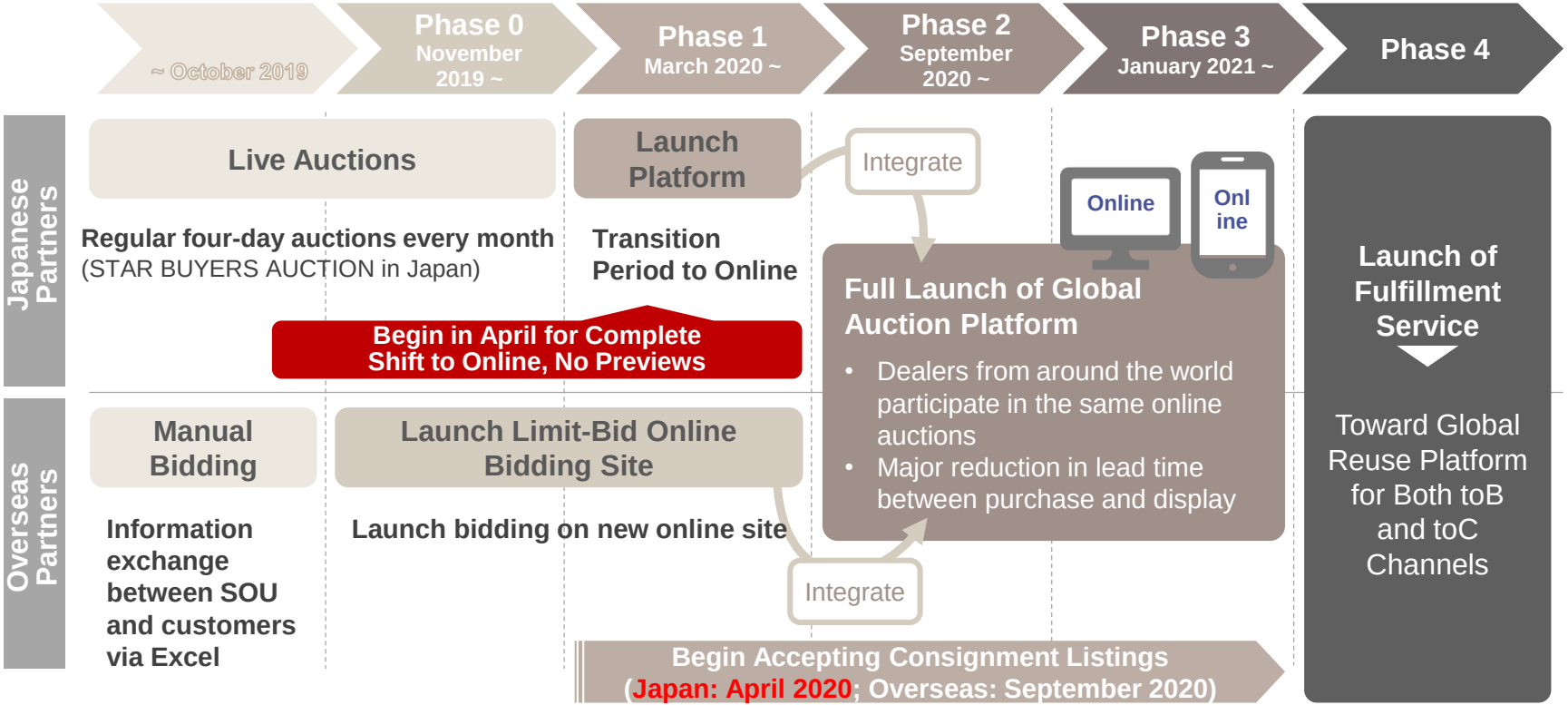
Global Reuse Platform

Shift to Online Auctions, Auction Platform



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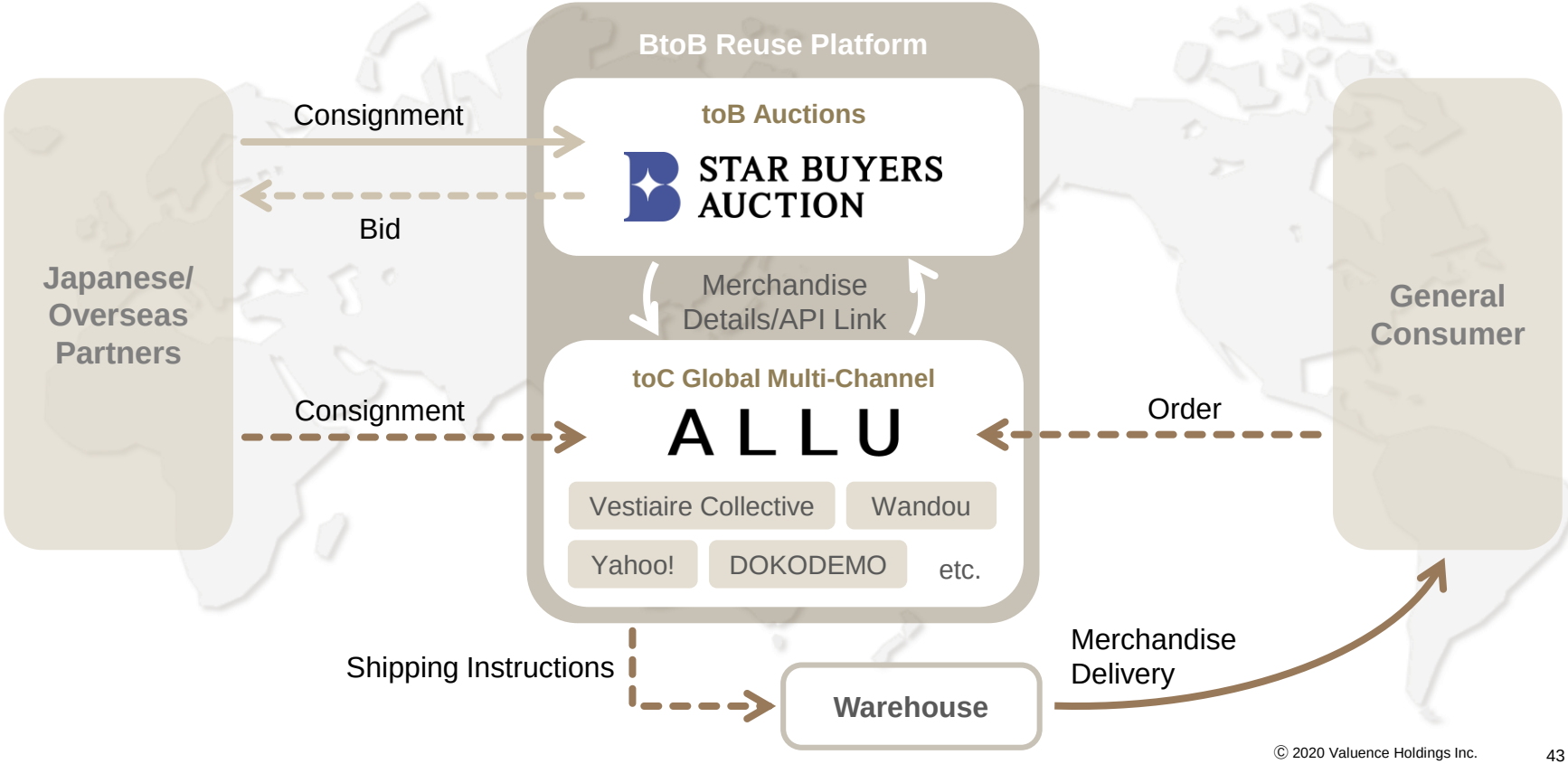
Global Reuse Platform

Fulfillment Service



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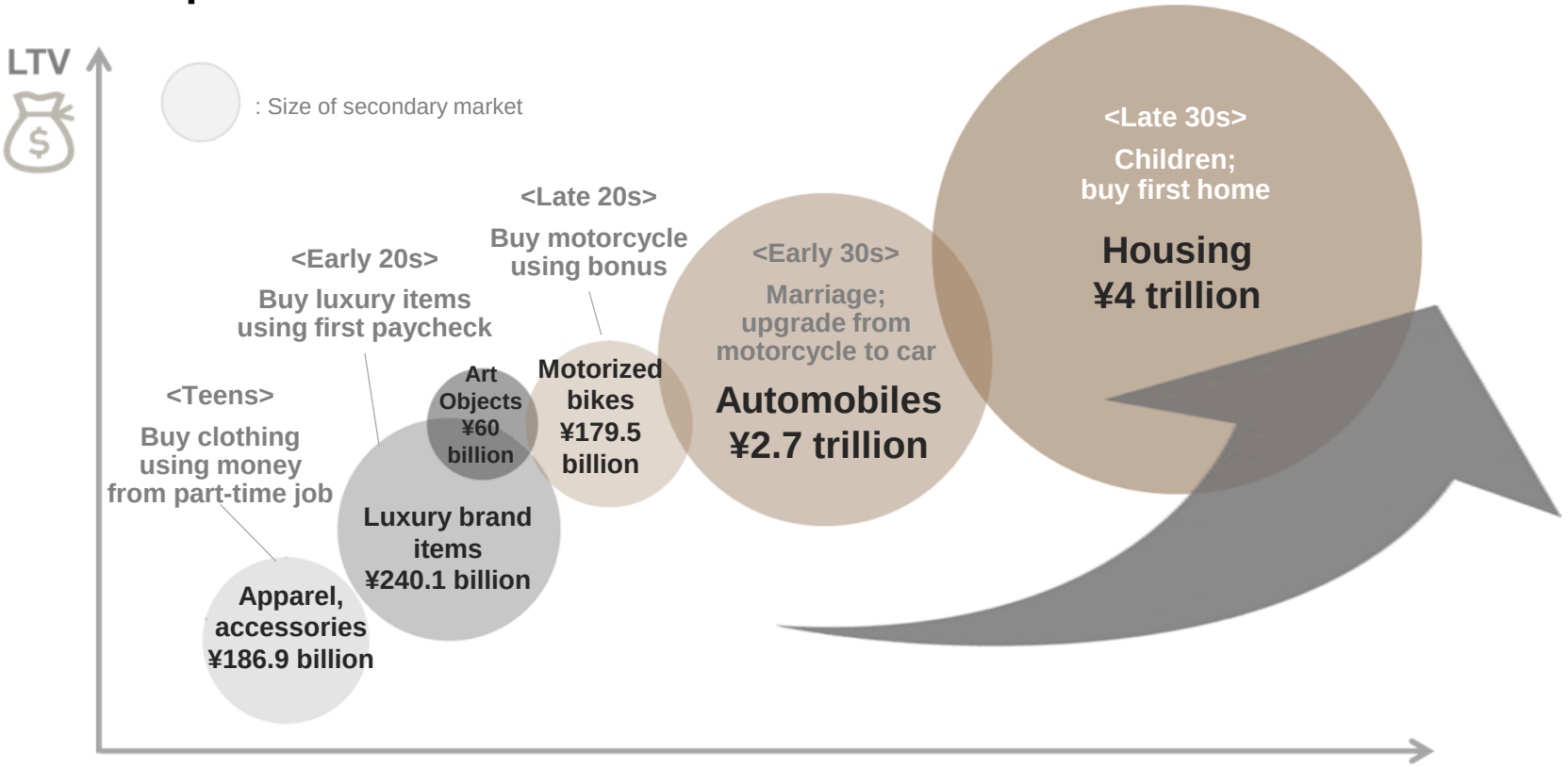
Expand Categories Covered

Toward Improved Lifetime Value

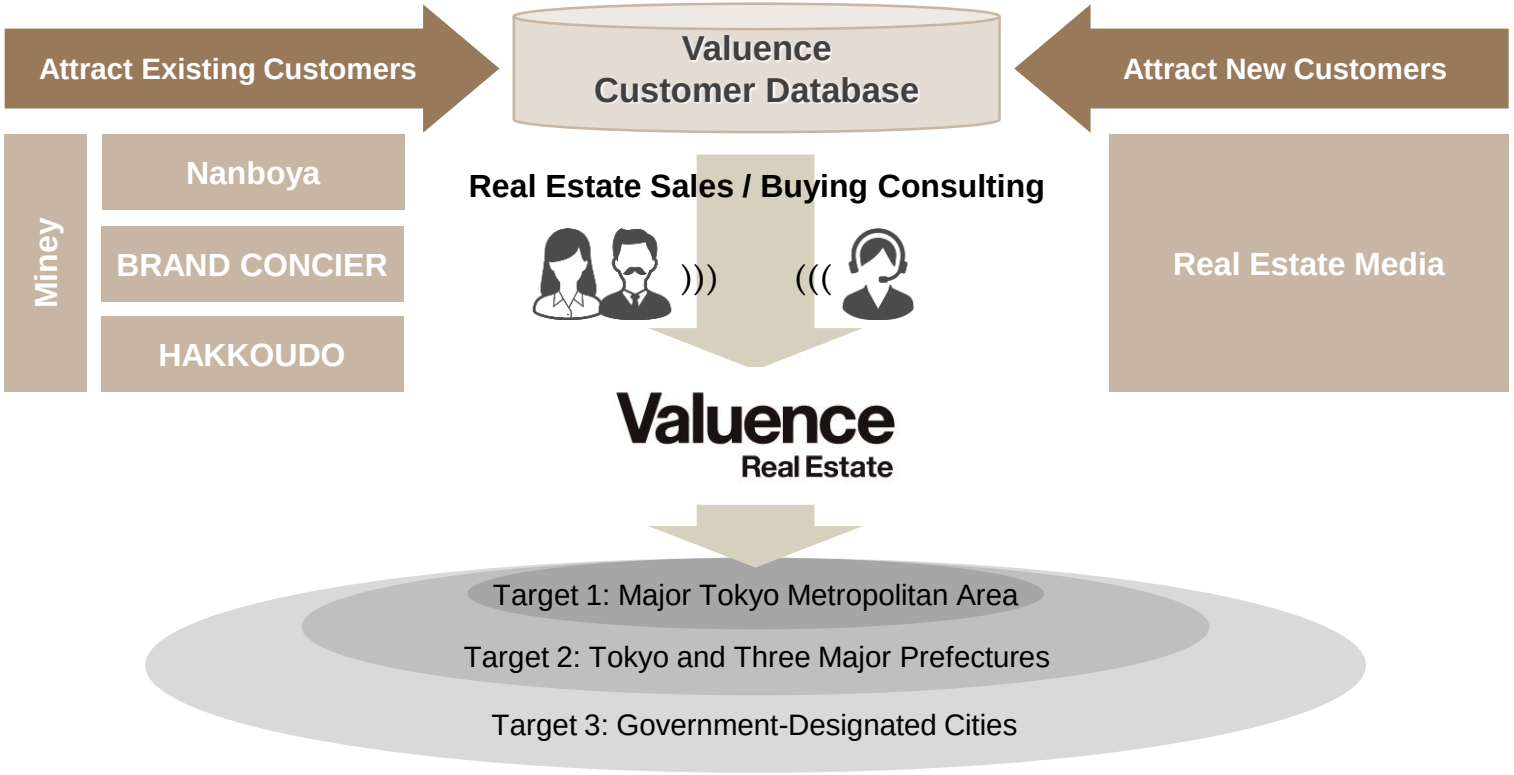


Market size sources: Apparel, accessories, luxury brand items, motorized bikes: Secondhand Market Databook (2018), the Japan Journal of Remodeling;
Art objects: Japanese Art Industry Market Research Survey 2016, Art Tokyo Association;
Automobiles: Used-Car Distribution Market in Japan: Key Research Findings 2017 (press release), Yano Research Institute;
Housing: Basic Plan and Estimate on Housing (Japanese Nationwide Plan), Ministry of Land, Infrastructure, Transport and Tourism

Ⓒ 2020 Valuence Holdings Inc.

Expand Categories Covered

Launch Real Estate Business (June 2020 ~)



Ⓒ 2020 Valuence Holdings Inc.

Global
Reuse Platformer

Ⓒ 2020 Valuence Holdings Inc.

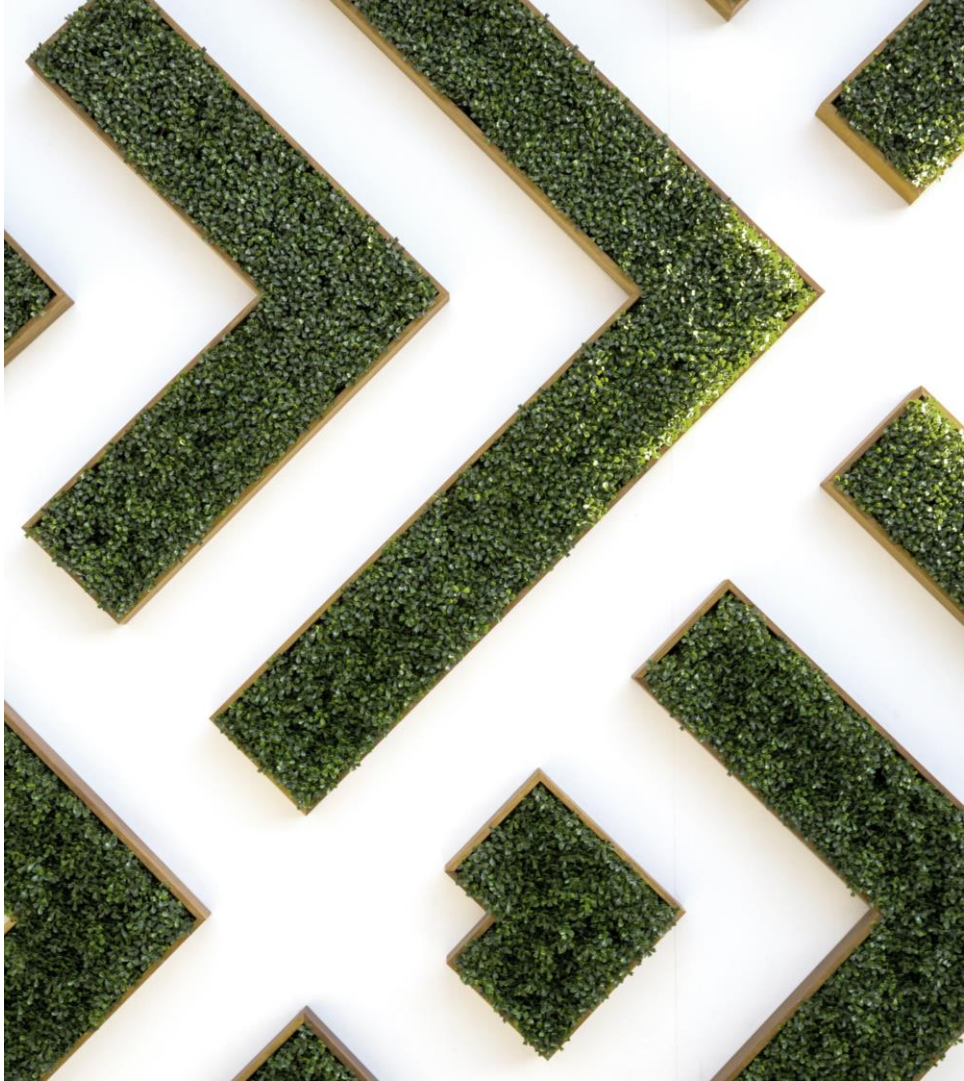
Appendix

FYE February 2020 (Q2) Financial Highlights

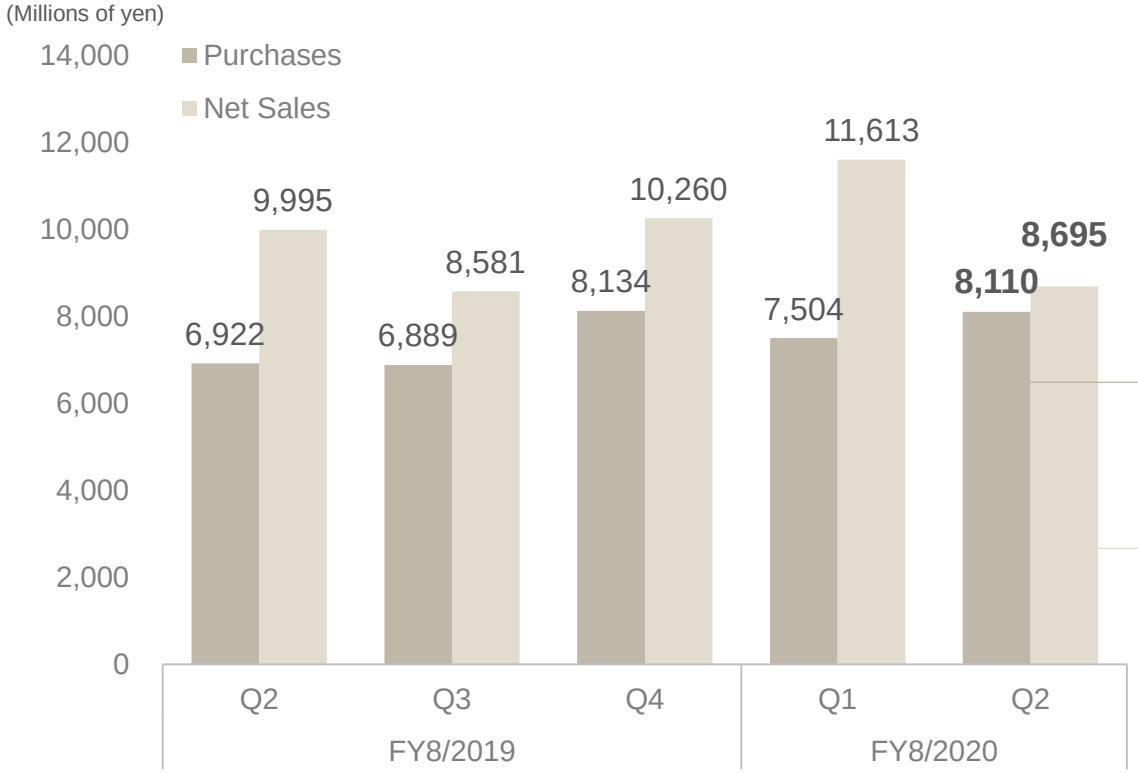
Detailed Business Model and Valuence Strengths

Valuence Group Companies and Business Brands

Attributes of Customers Using Buying Services



Quarterly Purchases and Sales



Purchases

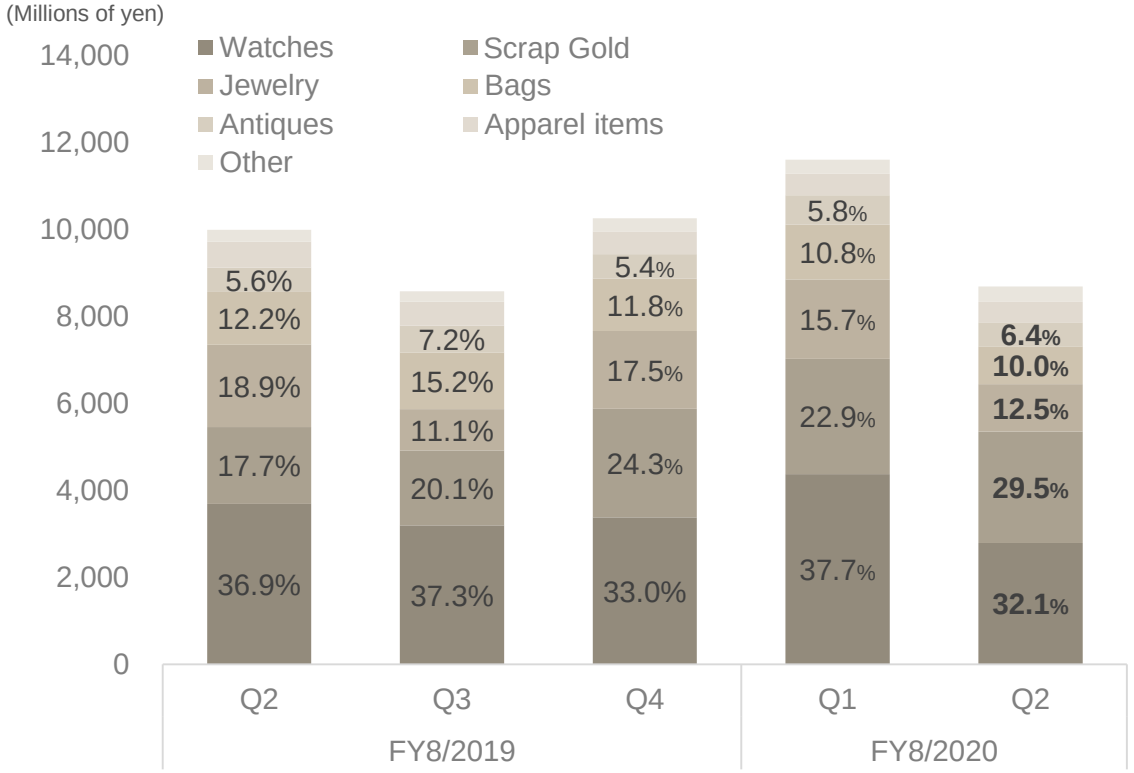
- 17.2% higher year on year due to ongoing high gold market prices
- After the impact of typhoons and consumption tax increase settled, quarter-on-quarter growth was limited to 8.1% due to COVID-19

Net Sales

- Implemented sales promotions for merchandise in inventory during Q1, FY8/2020; in Q2, we prioritized measures to ensure gross profit ratios through appropriate sales channels and timing, leading to significant decrease compared to the prior quarter

Ⓒ 2020 Valuence Holdings Inc.

Quarterly Net Sales by Category

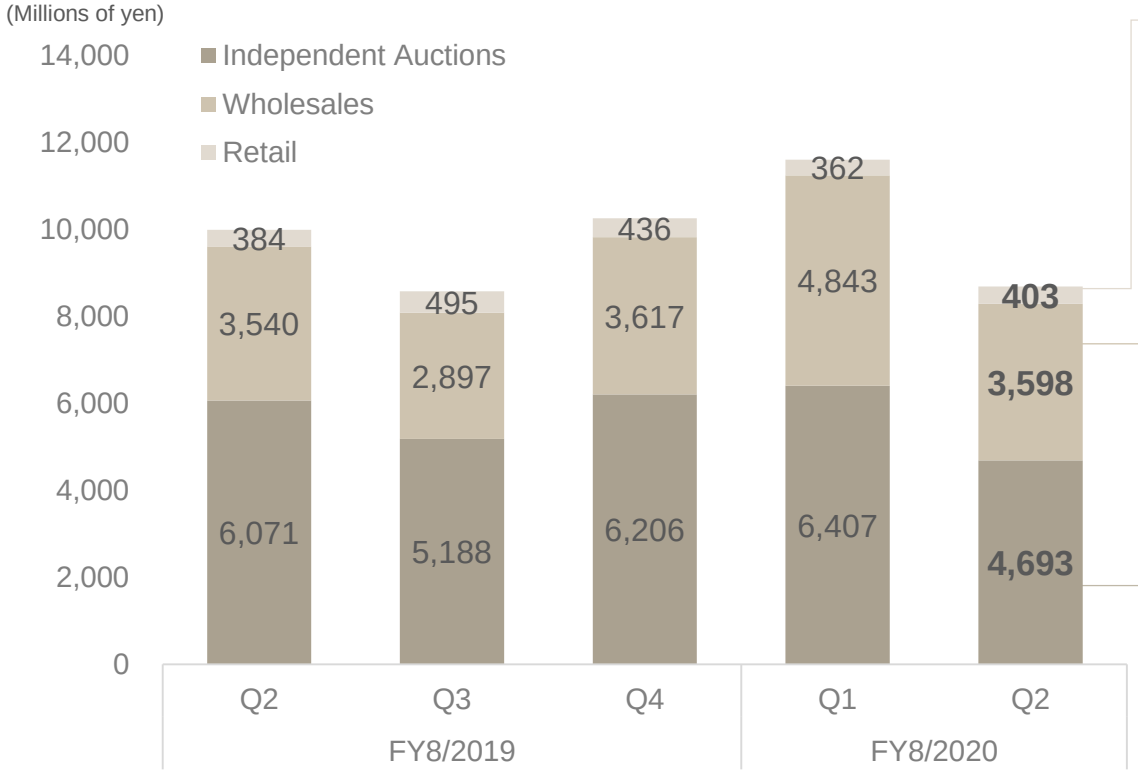


Net Sales by Category

- Due to ongoing high gold market prices, scrap gold sales have been nearly level since Q4, FY8/2019; however, overall net sales declines resulted in higher scrap gold sales composition
- No Hong Kong auctions were conducted, leading to a decrease in jewelry sales

Ⓒ 2020 Valuence Holdings Inc.

Quarterly Net Sales by Channel (to B, to C)



Retail

- Recovering trend in rebound from consumption tax increase
- Despite the emerging impact of COVID-19, e-commerce sales rose, leading to 11.3% quarter-on-quarter increase

Wholesales

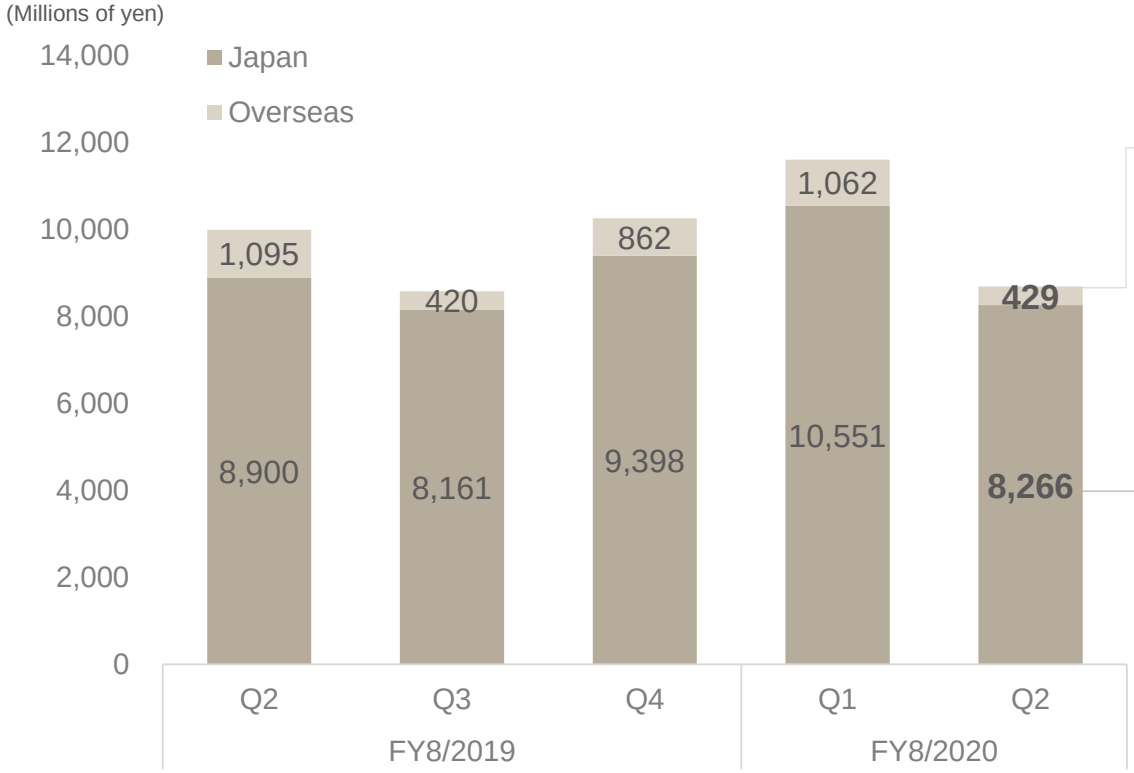
Slight decrease, despite ongoing high gold bullion market prices, and no sales promotions compared to Q1 resulted in 25.7% decrease quarter on quarter

Independent Auctions

22.7% decrease year on year (26.7% decrease quarter on quarter) due to no Hong Kong auctions and use of inventory for Q1 FY8/2020 sales promotions

Ⓒ 2020 Valuence Holdings Inc.

Quarterly Net Sales by Channel (Japan, Overseas)



Overseas

Postponement of Hong Kong auctions resulted in 60.8% decrease year on year, 59.6% decrease quarter on quarter

Japan

21.7% quarter-on-quarter decrease due in part to lack of wholesale sales promotions and priority placed on sales in independent auctions through appropriate timing and appropriate gross profits

Ⓒ 2020 Valuence Holdings Inc.

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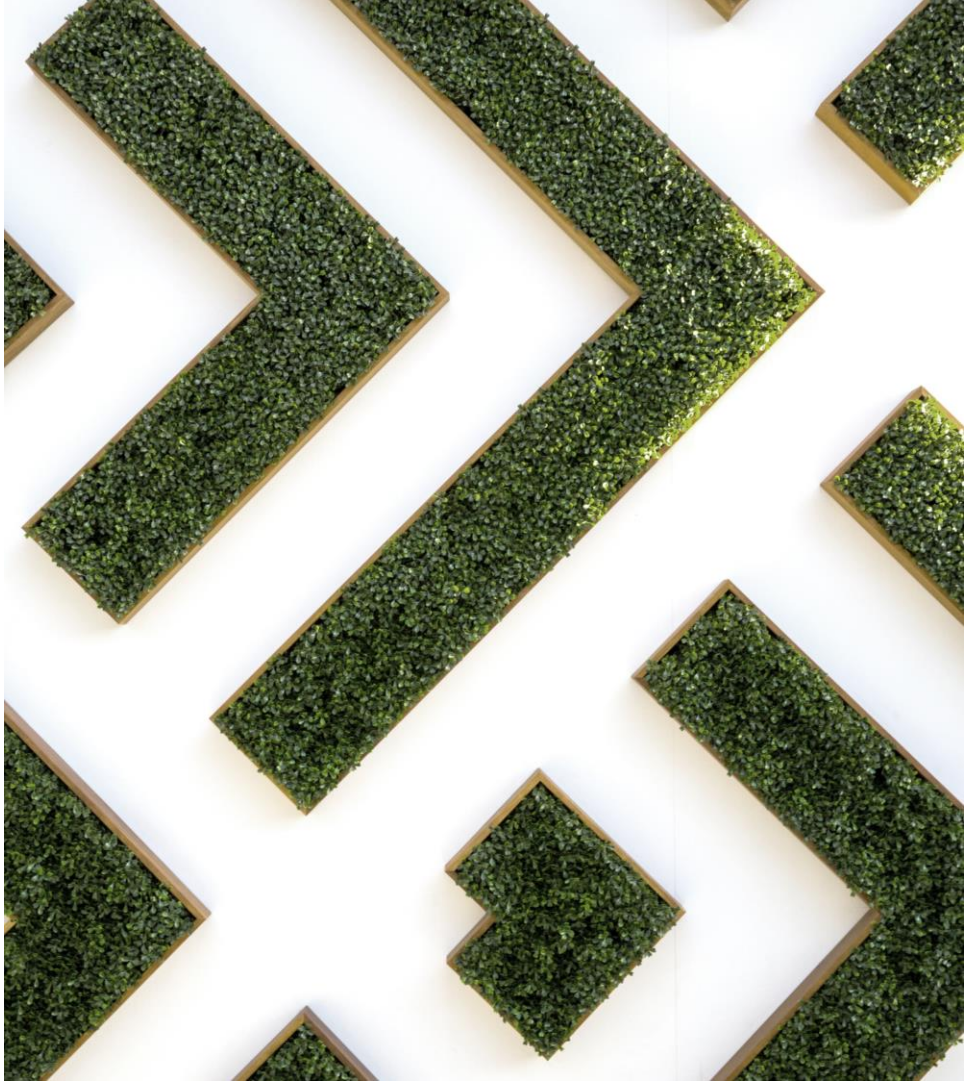
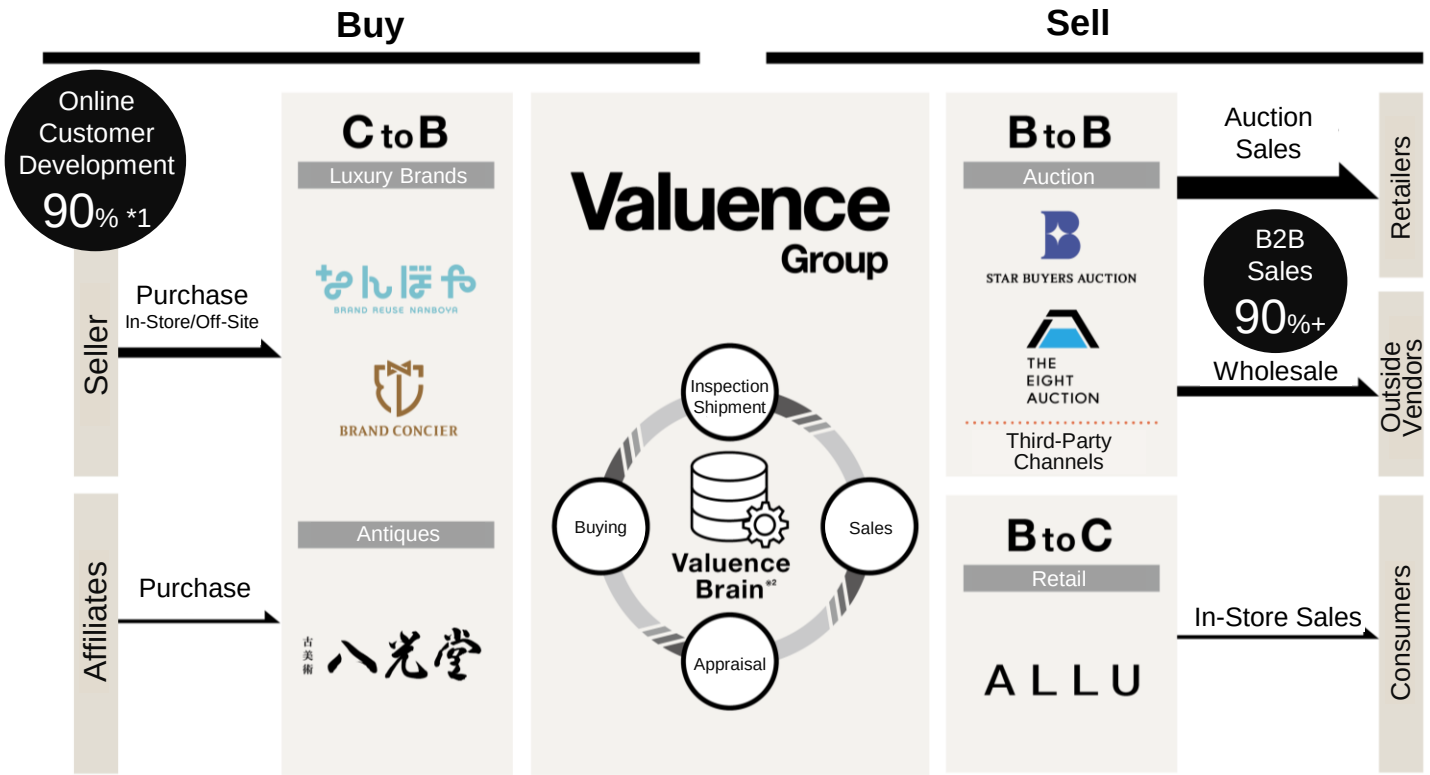


Business Model



*1 Based on questionnaire results

*2 Valuence Brain: Valuence in-house system/database

Ⓒ 2020 Valuence Holdings Inc.

Three Core Competencies

Building a Customer Base Through Digital Marketing

- Nearly **90 percent** of in-office customers come from online
- Strong national network of buying offices (74 locations as of August 2019)



Mainly High-Ticket Items

- Unit prices nearly **JPY50,000**
- **500,000** items annually
- Focus on items that are difficult to appraise, high-profit goods
- Highly accurate pricing via database and support from headquarters office

Auction Platform

- Items purchased in-house sold to businesses through stable in-house auction channel
- Appropriate buying prices result in converting items to cash in **2.0 months** on average

Ⓒ 2020 Valuence Holdings Inc.

Strong Appeal Among General Customers

The Valuence O2O (Online to Offline) Model

Online → **90% of in-office customers come from online channels** → **Offline**

SEO/List Ads

- Web promotion conducted in-house on ad-hoc basis
- Advertising expense limited to **2.2%** of net sales

* FY8/2019 actual





LINE Appraisal

- Provide rough appraisal before customer comes to an office
- Nearly 20% of LINE Appraisal users come to an office (Accounts for 10% of total office customer traffic)

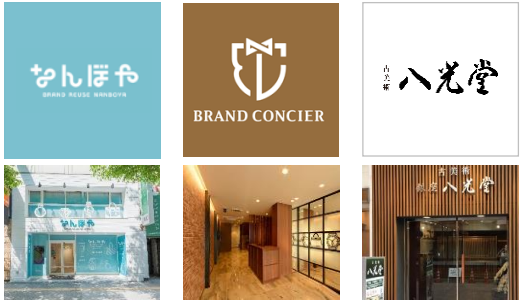
* FY8/2019 actual



90%

74 buying offices (as of August 2019)

- Choose major urban areas, public transit stations for locations
- High-value item purchasing is important gateway
- **Buying offices are the engine driving SOU growth**



Ⓒ 2020 Valuence Holdings Inc.

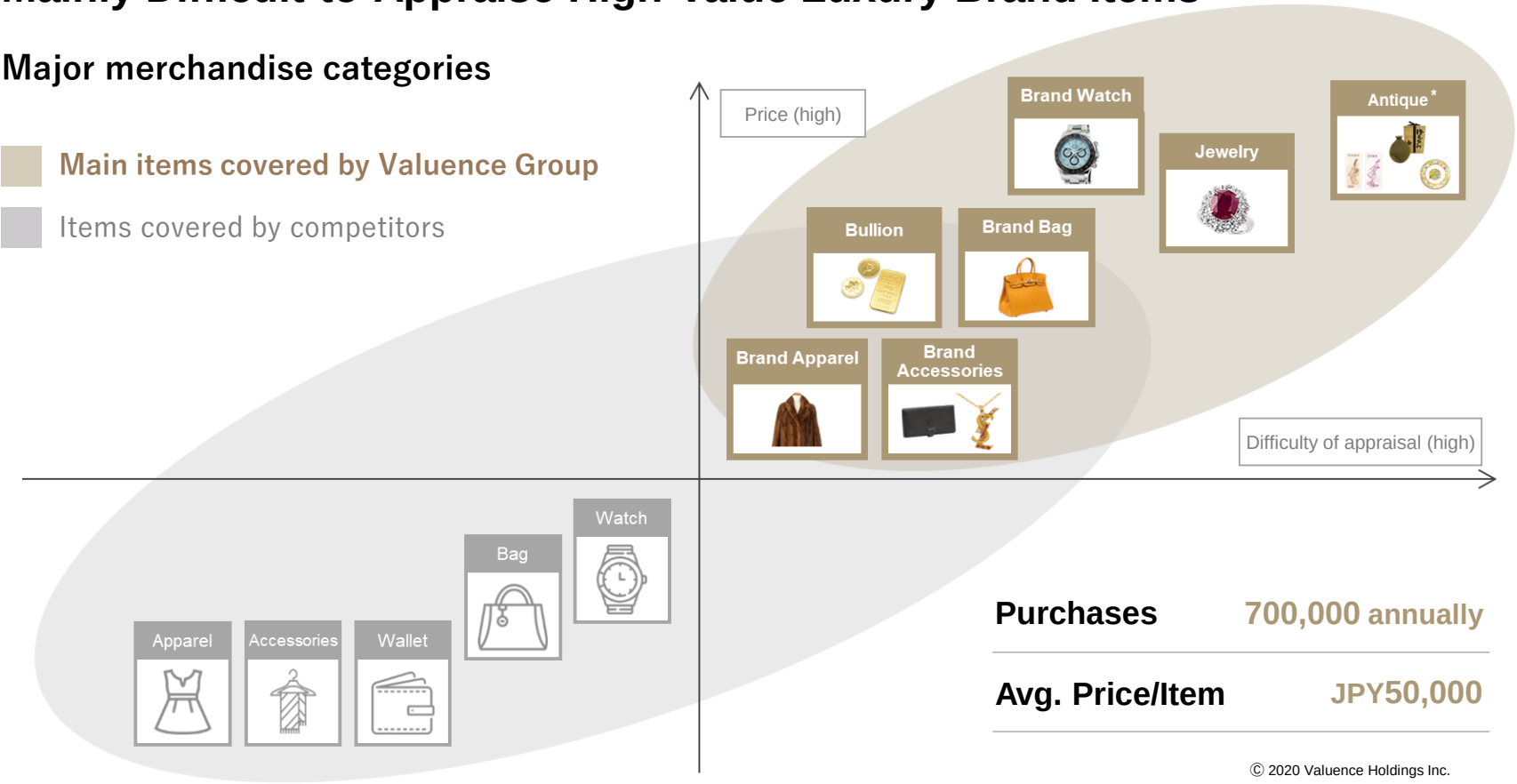
Purchasing Capacity

Mainly Difficult-to-Appraise High-Value Luxury Brand Items

Major merchandise categories

Main items covered by Valuence Group

Items covered by competitors



Purchases	700,000 annually
Avg. Price/Item	JPY50,000

Ⓒ 2020 Valuence Holdings Inc.

Sales Capacity

How We Provide Merchandise to Competitors

Providing merchandise to our competitors (C to B to B model)



Ⓒ 2020 Valuence Holdings Inc.

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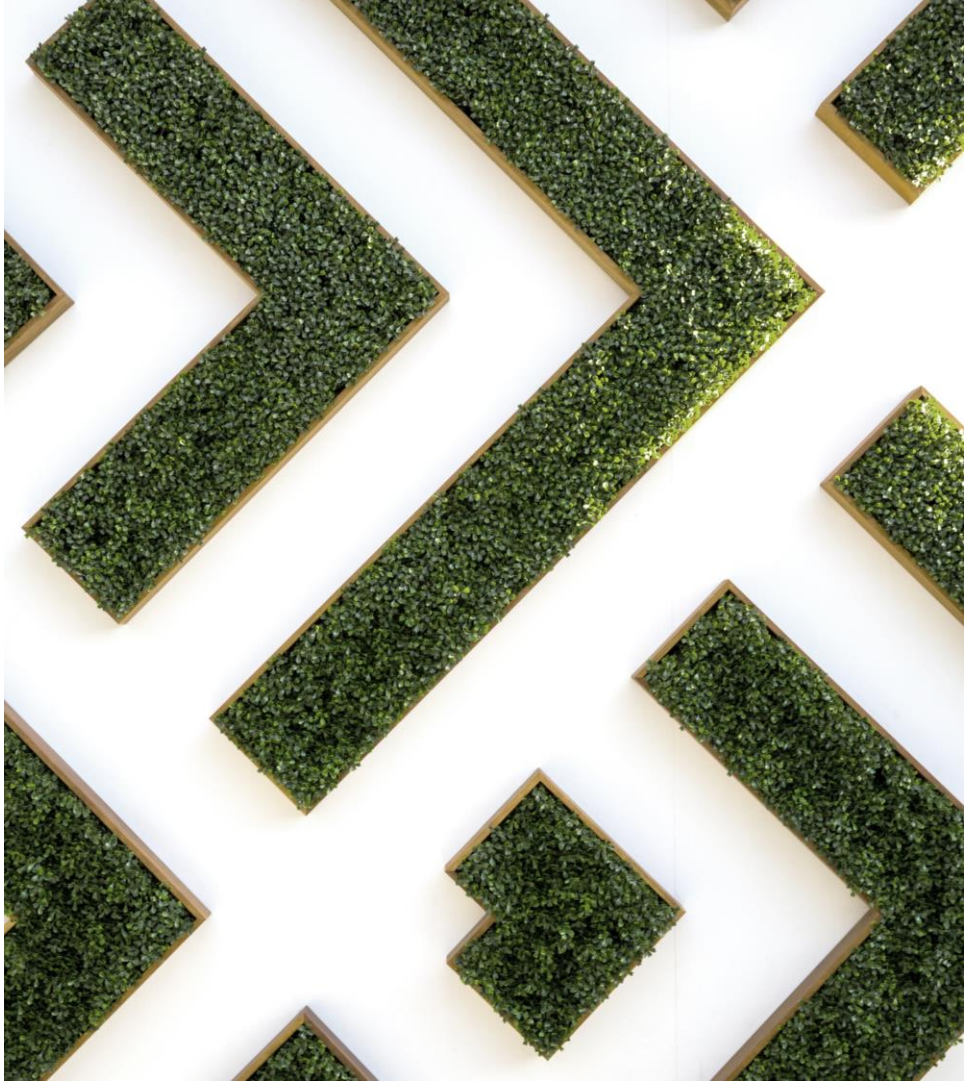


Valuence Holdings Inc.

Valuence Holdings Inc.

Conducts group business management, strategic planning, and other functions to maximize corporate value.

Representative Director and President	Shinsuke Sakimoto
Established	December 28, 2011
Head Office	Shinagawa Season Terrace 28F, 1-2-70 Konan, Minato-ku, Tokyo

www.valuence.inc/

Asset Management App

Valuence

Miney

- Asset management app released in October 2017
- Users can view not only the present values of their items, but also historic prices and the total value of all registered items
- Total No. of Appraised Items 66,000
  Total Appraised Value ¥23.1B (Q1, FY8/2020)
- Item Categories:
  Watches, luxury brand jewelry, bags, luxury brand accessories (wallets, etc.), real estate, paintings, antiques, art objects



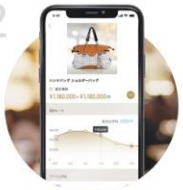
01



Photograph item

Take photo and tap "Register"

02



See value of item in as little as one minute*

Receive price data
*May take up to 24 hours

03



See historic prices of each of your belongings

See current value of appraised item
In real time

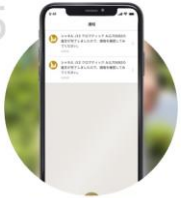
04



View the present value of all your belongings

See total value of all registered items easily

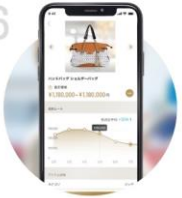
05



Receive updates on appraised items

Push alerts let you know when the value of appraised items change.

06



Sell them for cash any time!

One-click to sell,in-office or home-delivery buying.
*Performed by *Miney* partners

Ⓒ 2020 Valuence Holdings Inc.

Valuence Japan Inc.

Valuence Japan Inc.

Buying and sales of pre-owned luxury brand goods, precious metals, gems, and other products in the Japanese market.

Representative Director and President Kei Fujita
Established September 10, 2019
Head Office Shinagawa Season Terrace 28F,
1-2-70 Konan, Minato-ku, Tokyo

www.valuence.inc/japan/

Purchase of luxury goods, precious metals, etc.

Valuence Japan

NANBOYA

- Specialist buyer with 61 offices across Japan that serves as the flagship brand for the purchasing side of our business (As of August 31, 2019)
- Unique concierge service that listens to how customers met and parted ways with their possessions and a kind of salon atmosphere provide customers with high satisfaction



BRAND CONCIER

- As a sister brand to NANBOYA, expanding offices to department stores, etc.
- Introduced the industry's first appointment system, taking reservations by phone, email, etc. to ensure a smooth experience with no waiting



Ⓒ 2020 Valuence Holdings Inc.

B to B

Luxury Goods, Jewelry Auctions

STAR BUYERS AUCTION

- Live BtoB dealer auctions for luxury brand goods, jewelry, and other items launched in December 2013
- Consistently listing 30,000-plus items (apparel, watches, jewelry, bags, etc.) and selling JPY1.8 billion every month
- Aiming to launch a complete online platform in September 2020



B to C

General Consumer Sales

Valuence Japan

ALLU

- Flagship store opened in Ginza, Tokyo, in October 2016; second store opened in Shinsaibashi, Osaka, in September 2018
- Large selection of vintage goods
- Online sales, as well as items listed on other commerce platforms



Ⓒ 2020 Valuence Holdings Inc.

Valuence International Limited

Valuence International Limited

Purchase and sales of luxury brand goods, precious metals, gems, and other items
Overseas Partnerships and Business Development

Representative Director and President	Susumu Muguruma
Established	October 1, 2015
Head Office	Nathan Hill 7F and 8F, 38 Hillwood Road, Tsim Sha Tsui, Kowloon, Hong Kong
Subsidiaries	Valuence International USA Limited Valuence International Singapore Limited

www.valuence.inc/international/

B to B

Diamond and Jewelry Auctions

STAR BUYERS AUCTION

- Began Hong Kong auctions in March 2017
- Live auctions of high-quality diamonds, jewelry, and other items purchased by the Valuence Group for overseas buyers
- Buyers participating from India, Israel, China, and other countries throughout the world



C to B

Luxury Brand Item Buying

Valuence International

NANBOYA

- Began buying luxury brand goods in Hong Kong in July 2019, aiming to show the world sophisticated Japanese-style buying services
- Since opening, NANBOYA has handled numerous watches, bags, and other luxury brand items not generally found in Japan



Ⓒ 2020 Valuence Holdings Inc.

Valuence Art & Antiques Inc.

Valuence Art & Antiques Inc.

Purchasing and sales of antiques, antique art objects, and other products

Representative Director and President Shinsuke Sakimoto
Established April 7, 2015
Head Office HAKKOUDO Building , 3-6-15 Nanbanaka, Naniwa-ku, Osaka city, Osaka

www.valuence.inc/artandantiques/

C to B

Purchase of antiques, art objects

HAKKOUDO

- Specialty buyer of antiques, antique art, and modern art
- Approximately 40 antique appraisal professionals on staff; the company mainly conducts off-site purchases at estate-sales, life planning, etc.
- Hakkoudo works with tax accounting firms on inheritance related matters and holds tax planning seminars at event halls



C to B

Art and Antiques Auctions

Valuence
Art & Antiques

THE EIGHT AUCTION

- Launched in August 2018
- Live action to sell products, purchased via off-site and carry-in buying services
- (Auction Schedule)
  [Even-numbered months] 8th - Antiques; 9th - Tea ceremony items
  [Odd-numbered months] 8th - Art; 9th - Calligraphy



Ⓒ 2020 Valuence Holdings Inc.

Valuence Technologies Inc.



Leveraging technology to visualize and maximize value from an unprecedented perspective through apps, systems, etc.

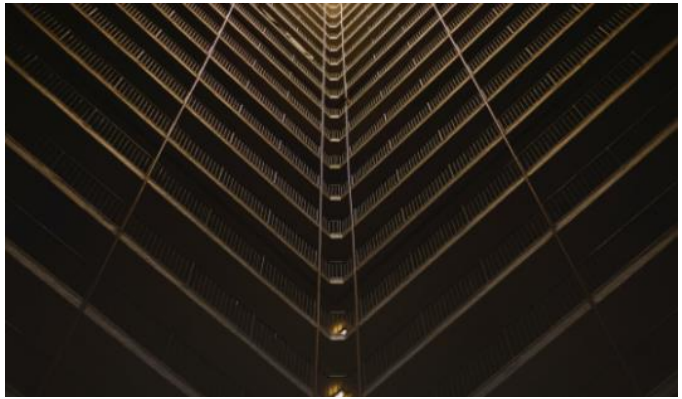
Valuence Technologies Inc.

App and systems development, other related businesses

Representative Director and President Ryoji Fukaya
Established November 1, 2019
Head Office Shinagawa Season Terrace 28F,
1-2-70 Konan, Minato-ku, Tokyo

www.valuence.inc/technologies/

Valuence Real Estate Inc.



Every purchase and sale of a luxury brand item, antique, or art object is an opportunity for a life-changing relationship. This is why we will launch our real estate business in June 2020, striving to provide advice to our customers at every life stage.

Valuence Real Estate Inc.

Real estate brokerage business, other related businesses

Representative Director and President	Norihiko Shimura
Established	March 2, 2020
Head Office	Shinagawa Season Terrace 28F, 1-2-70 Konan, Minato-ku, Tokyo

https://www.valuence.inc/realestate/

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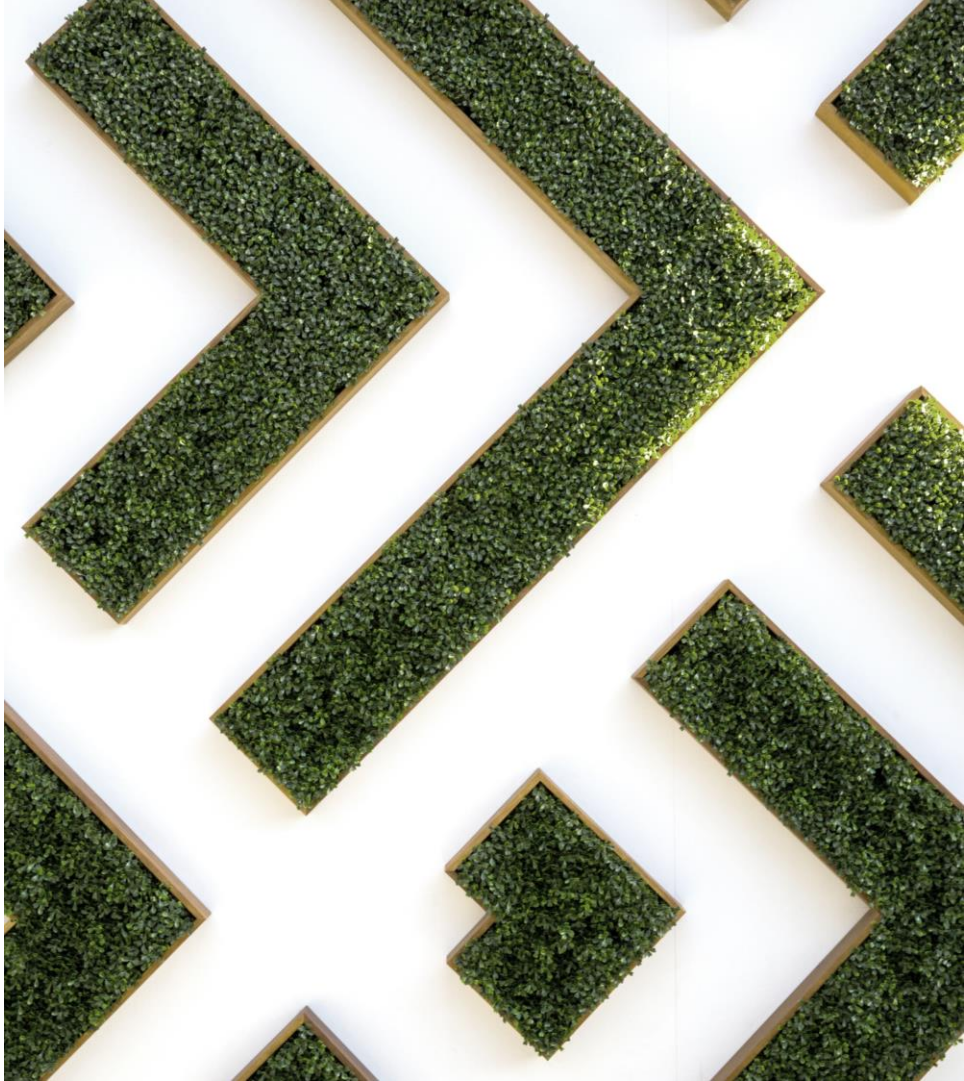
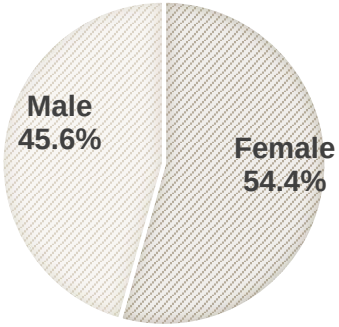
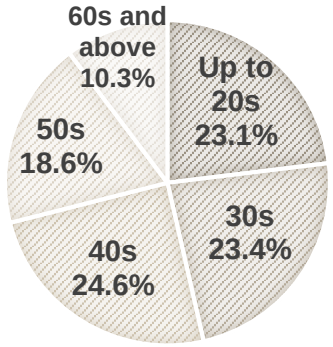


Nanboya, BRAND CONCIER Use Profile

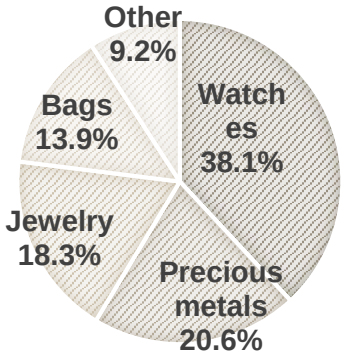
Use by gender



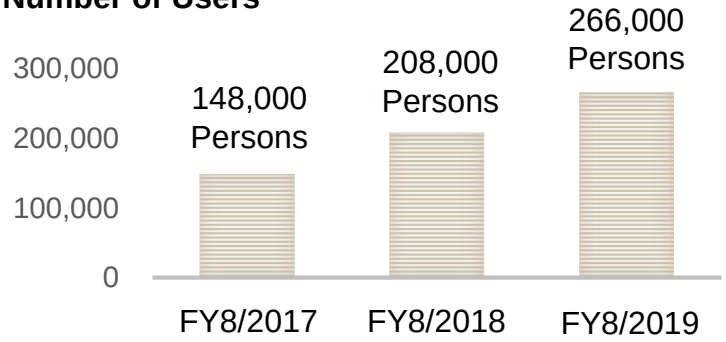
Use by age



Sales by category



Number of Users



*Actual figures for FY8/2019

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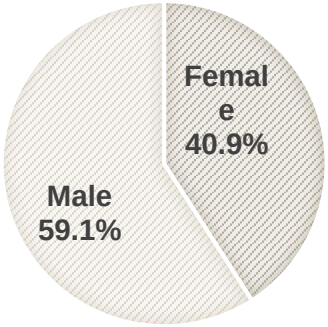
HAKKOUDO Use Profile

Use by gender



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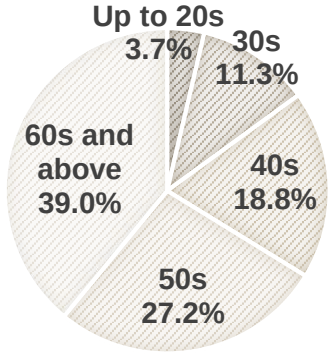
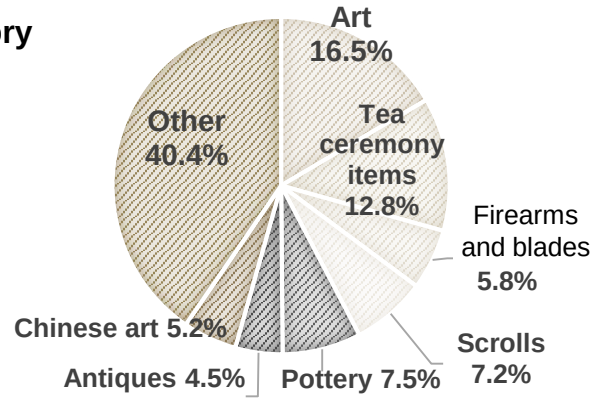
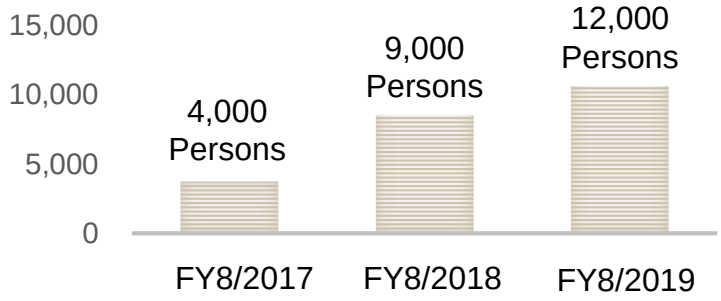


Sales by category



Number of users



*Actual figures for FY8/2019

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- Financial information, sales composition by category, sales by channel, and auction results presented for FY8/2016 are for reference purposes. This information has not been audited by an independent financial statement auditor.
- Earnings forecasts and medium-term management vision are based on information available at the time and certain assumptions deemed rational by company management. Actual earnings and plan implementation may differ from forecasts due to developments in global conditions, various risks, uncertainties, and other factors that may arise in the future.
- This document has been prepared in conformance with information presented in Consolidated Financial Results Presentation for the Six Months Ended February 29, 2020.

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contact@valuence.inc

Valuence

Valuence
Group

Encouraging people to live true to themselves.

